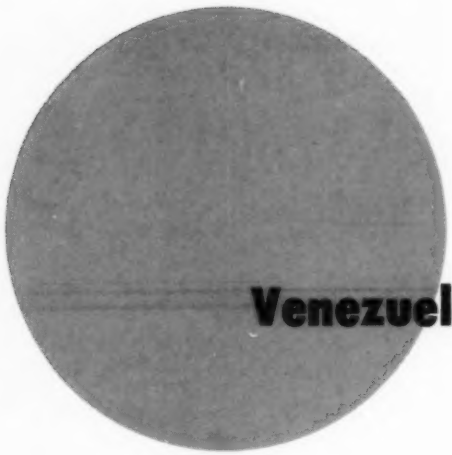
A U.S. DEPARTMENT OF COMMERCE WEEKLY

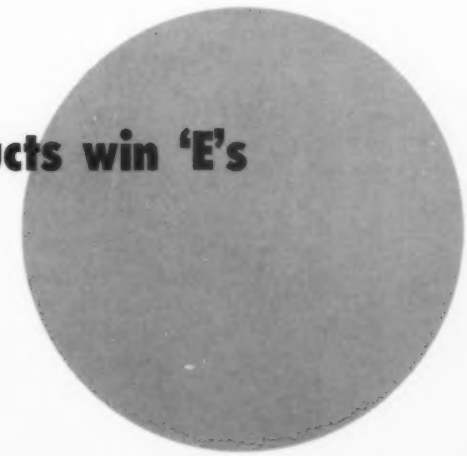
International Commerce

November 21, 1966

89th Congress acts on trade



Venezuela welcomes U.S. machine show



Specialty products win 'E's

Tokyo exhibitors expect $3 million sales

International Trade Winds Newsletter

Company News

IRON MINING—American Metal Climax, Inc. (AMAX), New York, will participate with two other firms in developing the Mt. Newman iron ore project in Western Australia. AMAX's involvement in the project will be through its subsidiary, AMAX Iron Ore Corp., in partnership with Pilbara Iron, Ltd., a subsidiary of The Colonial Sugar Refining Co., Ltd., and Dampier Mining Co., Ltd., a subsidiary of Broken Hill Pty. Co., Ltd. Production at the Australian complex is expected to start in 1969 or 1970.

BANKING—Bankers Trust Co., New York, has announced that it will acquire an interest in the Deutsche Unionbank, a commercial banking house in Frankfurt, Germany. The acquisition will be made through an affiliate of Bankers International Corp., Bankers Trust's subsidiary. Partners in the venture with Bankers Trust are the Swedish Match Co. and Hessische Landesbank, an official bank in the German state of Hesse. Bankers Trust's overseas branches and representative offices now total nine, with investments in five other financial institutions.

INDUSTRIAL COLORANTS—Three major Scandinavian paint companies have signed licensing agreements with The Valspar Corp., Rockford, Ill. The three firms, International Farvefabrik A/S, Bergen, Norway; C. Ljungdahls Habdeks & Fabriks A.B., Gothenburg, Sweden; and Teknos-Maalit, Helsinki, Finland, will sell Valspar's industrial colorant program in the Scandinavian area. Valspar's products are now licensed in 15 countries.

ELECTRONICS—Raytheon Co. has received an order for educational television studio equipment to accelerate teacher training in Western Nigeria. The system will be manufactured at Raytheon's Dage-Bell subsidiary in Michigan City, Ind., and will be installed at the Ministry of Education, Ibadan, Western Nigeria. Raytheon recently supplied a similar system to Kano Teachers' College, Kano, Nigeria.

$20,000 in immediate sales and a $60,000 projection within 12 months for the Carmody Corporation of Buffalo resulted from a private showing in the Tokyo Trade Center. Japan Gasoline was selected from among 35 potential representatives attending the showing of a processing taining system. Carmody equipment now goes to 37 countries.

$100,000 worth of U.S. early American furniture was sold by the French Au Bon Marche department store chain during a recent two-week promotion. Many reorders are expected to follow.

"Talking to people is a big advantage. The insight I receive from direct contact with the officials in Yugoslavia and Hungary wouldn't come out of books if I read until next year," says Ralph Hawkes of Utah's industry-organized and Commerce Department-assisted Trade Mission to European countries. Another verdict on the value of the mission is seen in the state's Industrial Promotion Commission announcement that a second mission is already being organized, probably to South America next spring.

Australia as a lively market for U.S. products has been repeatedly pictured in our pages. A free sample display service at the American Consulate General, 14-22 Commercial Rd., Melbourne, Victoria, Australia, is now ready for customers. Write the Commercial Officer there for prospects in your lines. Consumer items including toys, games, musical instruments and small appliances are considered apt now, also many lines of commercial and industrial products.

Anvil Brand Inc. established six agencies in Sweden, Norway, Denmark; completed a licensing arrangement; sold $30,000 on the floor and estimates $400,000 sales in year ahead, all resulting from the North Carolina Wearing Apparel and Household Textile Show in the U.S. Trade Center in Stockholm.

A. Leon Capel & Sons Inc. established two new agencies and sold its stock of sample rugs.

Carolina Underwear Co. found two distributors and estimates $100,000 sales in 12 months.

Members of Chicago's foreign consular corps were guests recently of Central Soya at its chemurgy labs in Chicago and at a nearby farm. It was an opportunity to talk about international markets for soybean oil and meal, soybean animal feeds, and many other soy products.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

A review of the actions in the just-completed 89th Congress that are of particular interest to international traders is the feature of this week's issue. The spotlight also centers on Venezuela, where a major U.S. commercial exhibition begins this week. Results are in for another exhibition, the production equipment for electronics show in Tokyo, where projected sales top $3 million. Meanwhile successful export promotions of specialty products have won "E" awards for California, Florida organizations.

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International Commerce

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Trade legislation record of the 89th Congress

Acts implementing Florence, Beirut Agreements featured; 90th Congress to inherit many items

This report was prepared in the Bureau of International Commerce's Office of Commercial and Financial Policy by George E. Norcross and Sterling Nicholson.

The 89th Congress adjourned on Oct. 22 amid accolades for its significant overall legislative accomplishments. Highlighting legislative activities in the tariff and trade field during the second session was the enactment of bills implementing the Florence Agreement and the Beirut Agreement.

(Activities of the first session of the 89th Congress were reported in the Nov. 8, 1965 issue of INTERNATIONAL COMMERCE.)

Florence Agreement

The Educational, Scientific, and Cultural Materials Importation Act of 1966 (P.L. 89-651) enables the United States to give effect to an international accord sponsored by UNESCO and designed to promote peace and international understanding by facilitating the freer exchange of educational, scientific and cultural materials between signatory nations. The agreement is commonly known as the Florence Agreement.

With the enactment of P.L. 89-651 the United States will join 51 other UN member nations that have already given effect to the terms of the agreement. U.S. exporters have for some time benefited from the fact that many Florence Agreement nations have accorded them duty-free privileges under the agreement, and now that the U.S. has implemented the agreement U.S. exporters will receive reciprocal duty-free treatment from all signatory nations.

P.L. 89-651 provides for the duty-free importation of all books, and most pamphlets and other printed and manuscript materials—a condition of trade long supported by the American book publishing industry. Of particular interest to the business community is section 6(c) of the Act enabling non-profit educational and scientific institutions to import scientific instruments and apparatus free of duty when the Secretary of Commerce determines that no instruments or apparatus of equivalent scientific value is being manufactured in the United States.

This section of the Act will eliminate the need for the perennial enactment of private relief measures for the benefit of educational and scientific institutions that require such instruments and apparatus for their work. Educational institutions, domestic manufacturers and importers of scientific equipment should watch for the publication of procedures and regulations governing the use of this section of P.L. 89-651 in the *Federal Register* prior to Feb. 1, 1967, the effective date of the Act.

Beirut Agreement

The President also approved legislation implementing the *Agreement for Facilitating the International Circulation of Visual and Auditory Materials* (P.L. 89-634), popularly known as the Beirut Agreement. The purpose of the Beirut Agreement, which is also sponsored by UNESCO, is promotion of international understanding through the free exchange of audio-visual materials of an educational, scientific and cultural nature. The U.S. Information Agency has been given the responsibility of determining eligibility for duty-free entry under the Act.

Since the United States is the world's largest producer of audio-visual materials, it is believed that U.S. participation in the Beirut Agreement will have the effect of increasing the institutional use of the American made audio-visual products in the 17 signatory nations that will now accord U.S. exporters the same treatment which P.L. 89-634 provides.

Two other important tariff measures were passed by the 89th Congress in the closing days of its second session, both affecting the duty-free importation of products from U.S. insular possessions (the Virgin Islands, Guam and American Samoa) under general headnote 3(a) of the Tariff schedule. The privilege granted by headnote 3(a) was enacted by the Congress in 1954 in order to provide an incentive for the development of light industry in the insular possessions by permitting their products to enter the customs territory of the U.S. free of duties, provided such products do not contain dutiable foreign materials amounting to more than 50 percent of their total value. Due to present customs practices this requirement can be met in many instances with only token processing of dutiable foreign materials in the insular possessions. As a result, a number of serious tariff avoidance practices have developed.

Watch assembly limited

The 89th Congress has enacted a measure (P.L. 89-805) which will limit the further expansion of watch assembly operations in the insular possessions under headnote 3(a). Since 1960, watch manufacturers operating in the Virgin Islands have imported watch parts and subassemblies from Japan, West Germany, France, the Soviet Union and a few other foreign sources. Watch movements are assembled and shipped to the United States without payment of the usual high duties assessed watches imported directly from the manufacturing country.

Beginning on Jan. 1, 1967, the duty-free entry of watches assembled in the insular possessions will be limited by a quota equal to 1/9 of the total U.S. consumption of watches for the previous year. The Secretaries of Commerce and the Interior will have the joint responsibility of allocating this quota among

watch assemblers operating in the insular possessions.

The 89th Congress also enacted measure (P.L. 89-806) which will end headnote 3(a) privileges for firms that finish buttons in the insular possessions from imported button blanks or almost finished buttons. The ban on duty-free entry of such buttons becomes effective in March of 1967.

The Executive Branch is studying the overall problem of the misuse of headnote 3(a) for the purpose of tariff avoidance. When the study is completed and its results assessed, the President is expected to propose the enactment of appropriate changes in the language of headnote 3(a) to guard against future abuses of this privilege and better to promote the sound economic development of the insular possessions.

Key commodities released

The Congress continued to release strategically important industrial raw materials from the national stockpile. Many releases were for the purpose of fighting inflationary pressures brought about by increased demand for certain materials needed in connection with the Viet Nam effort. Among the key commodities recently released were aluminum, metallurgical grade manganese ore and molybdenum.

When the 89th Congress adjourned, all measures which had not been passed both houses died. Many of these measures in the tariff and foreign trade area had received considerable attention by Congressional committees, and are certain to be reintroduced soon after the 90th Congress convenes on Jan. 10.

East-West Trade Bill

One of the most significant of these measures was the *East-West Trade Bill* (H.R. 15212), introduced at the request of the Administration in furtherance of its international policy objectives. Under H.R. 15212, the President would have been authorized to offer most-favored-nation tariff treatment to the products of European Communist countries (except East Germany) in return for their granting concessions of interest to the United States. These concessions would not necessarily have to be limited to commercial arrangements *per se*. Most-favored-nation treatment is already extended to imports from Poland and Yugoslavia. The Administration has indicated that the subject of east-west trade will be high on its agenda for the 90th Congress.

One of the last measures introduced in the 89th Congress was the *Customs Administrative Act* (H.R. 18533). Many of the provisions of this bill propose terminology changes in the various administrative provisions of the customs laws so that they would conform to positions and titles established during the reorganization of the Bureau of Customs. Looking toward the development of a more effective administration of our customs laws and procedures, the bill proposed a number of substantive amendments to sections of the customs law relating to procedures for appraisement, liquidation and reliquidation of import entries, and protests of decisions by customs officers. H.R. 18533 was introduced late in the session in order to afford all interested parties an opportunity to study its proposals, and be ready to submit their views when the bill is reintroduced early in the 90th Congress.

Various duty rates suspended

A number of bills were passed temporarily suspending or continuing the suspension of the rate of duty applicable to certain products such as copying shoe lathes, tanning extracts, alumina and bauxite, istle, natural amorphous graphite, and electrodes for use in producing aluminum. However, Congressional action was not completed on bills which would have temporarily suspended the rates of duty on limestone for making cement, dicyandiamide, and radio and television receiving tubes (excluding TV picture tubes). Bills to suspend the duty on these products will more than likely be introduced early next year.

Customs valuation study

The Congress also devoted a great deal of its time during the second session to resolutions and requests for studies in a number of tariff and foreign trade areas. Such investigations typically are used by the Congress in framing future legislative proposals.

Perhaps the most extensive investigation requested is the Tariff Commission's study of the general customs valuation practices of the United States and our major trading partners. This investigation is to cover such aspects of customs valuation practice as the c.i.f. and f.o.b. basis of custom valuation, as well as the effectiveness of the Final List and American selling price methods of valuation used in the United States.

In ordering this investigation, the Senate Committee on Finance requested that the Commission include in its final report, due Feb. 22, 1967, suggestions and recommendations for improving the customs valuation laws of the United States and its views as to the feasibility and desirability of adopting the Brussels definition of customs value (i.e., c.i.f.). The Committee also directed the Commission to recommend appropriate means of adopting that definition of customs value.

The Commission filed a preliminary report with the Finance Committee in July, and has recently concluded public hearings on the subject of customs valuation. All elements of the international commercial community have shown great interest in the Commission's final report and in what Congressional action, if any, it will lead to.

EDUCATIONAL MATERIALS are a principal subject of the Florence Agreement that the U.S. now joins through action by the 89th Congress. U.S. exporters benefit from reciprocal duty-free treatment in 51 other signatory nations.

ASP interest

A study of the American selling price (ASP) valuation, by the Tariff Commission, occasioned considerable discussion on the floor of the House and Senate. The Commission, acting on the request of the President's Special Representative for Trade Negotiations, conducted a study and held public hearings to determine standard foreign value equivalents of rates now levied under the ASP method of valuation. In general, these equivalent rates, when levied on foreign value, would

result in the same duty as the current rates when levied on ASP. (See INTERNATIONAL COMMERCE, Oct. 17, p. 6.)

The House Ways and Means Committee directed the Tariff Commission to investigate the conditions of competition in the United States between domestic and imported ceramic floor and wall tile. The Senate requested the Commission to make a similar investigation with respect to bottled and canned olives. Reports on these two investigations are to be submitted to the appropriate Committees early next year.

Study of tariff loopholes

The Ways and Means Committee is also requesting that interested Federal agencies cooperate with the Tariff Commission in a study of tariff avoidance practices which have developed in the wool products schedule of the TSUS. Because of the language used in the textile schedule it has been possible to avoid the payment of higher duties on wool products by the simple expedient of blending small amounts of other fibers, such as silk, with wool fibers and thereby obtaining tariff classifications subject to lower rates of duty. The study was requested in lieu of Committee action on H.R. 18017, introduced for the purpose of closing a tariff loophole with respect to the classification of wool fabrics containing small amounts of high value silk fibers.

Two resolutions were introduced in the Senate which, though not passed, were the subject of extensive public hearings conducted by the Finance Committee during the last session. The first of these, Senate Joint Resolution 115, would have expressed the sense of the Congress that U.S. import statistics should include the value of freight and insurance, as well as the cost of the imported item (e.g., c.i.f.). U.S. import statistics presently report the f.o.b. value of goods only.

It was disclosed at the hearings on S.J. Res. 115 that the Bureau of the Census, with the cooperation of the Tariff Commission and the Bureau of Customs, is working on a study of U.S. imports which will include estimates of the landed value of imports for various commodity groups.

Senate Resolution 149 would have directed the Commerce Department to conduct a study of imports of steel mill products. Although the Finance Committee did not report S. Res. 149, the consideration given it does indicate a growing concern in Congress with the increasing volume of imported steel mill products. As an alternative the Finance Committee requested that its own staff submit a report on imports of steel mill products.

A number of significant actions relating to trade, taken in the 89th Congress' first session, deserve a review at this time.

Passage of legislation implementing the U.S.-Canadian automotive agreement and the Tariff Schedules Technical Amendments Act of 1965 highlighted trade legislation enacted in the first session.

The Automotive Products Trade Act of 1965 (P.L. 89-283) was seen as a major step toward freeing trade in automotive products between the United States and Canada. It authorizes duty-free importation into the United States of new motor vehicles and original equipment parts produced in Canada. Its enactment enables the United States to carry out commitments under the U.S.-Canadian automotive products agreement. An executive order issued by the President implements the tariff and adjustment assistance features of the U.S. legislation. To date, adjustment assistance has been granted in response to three petitions filed under the Act. A fourth is under consideration.

Acting to carry out its obligations under the new agreement, Canada terminated its controversial duty-remission plan and eliminated most duties on imported motor vehicles and original equipment parts. The agreement between the two countries represents a move in the direction of a single North American automotive industry, and is expected to lead to expanded production and consumption of automotive products in that market, to the benefit of both the United States and Canada.

Another measure of major importance signed into law during the first session of the 89th Congress was the *Tariff Schedules Technical Amendments Act* (P.L. 89-241) which contained more than 100 tariff changes. The Act is primarily designed to correct errors and inadvertences, involving increases as well as decreases in duty, in the Tariff Schedules of the United States which became effective on Aug. 31, 1963.

Passage of the new law was aimed at assisting the United States in completing negotiations to compensate other GATT countries for any adverse net duty changes resulting from the 1963 tariff reclassification. These negotiations are now virtually completed.

Among the more controversial changes was an elimination of the American selling price basis of customs valuation on protective footwear of natural rubber and the simultaneous establishment of uniform rates of duty on the basis of foreign value for both natural and synthetic rubber protective footwear. Imports of protective footwear of natural rubber previously were dutiable on the basis of the higher ASP while footwear of synthetic materials was not.

Other important features of the bill included establishment of a tariff quota on brooms made of broom-corn, elimination of the duty on synthetic diamond dust, and an increase in duty on television picture tubes, except for color tubes which will continue temporarily at the existing lower rate of duty. A bill to extend the time for filing for relief under this Act died at adjournment.

Authority to regulate U.S. exports was continued when Congress passed and the President signed Public Law 89-63 in June, 1965, extending the *Export Control Act of 1949* for four more years. An amendment to the Act opposes restrictive trade practices or boycotts imposed by foreign countries against other countries friendly to the United States and seeks

CONGRESS SUSPENDED IMPORT DUTIES on a number of products, including bauxite, in its past session.

to discourage foreign pressures on domestic firms to cooperate in restrictive schemes.

Implementing rules and regulations were promulgated by the Department of Commerce, the administering agency, and published in the *Federal Register* in September, 1965. These regulations require U.S. firms to report to the Department of Commerce all instances of boycott pressures.

By a separate amendment, officials administering the Export Control Act were empowered to impose a civil penalty not exceeding $1,000 for minor violations.

City rules effected

Passage of the *Housing and Urban Development Act of 1965* (P.L. 89-117) restored to state and local authorities the right of procurement in accordance with their own policies and statutes. The Act, brought about repeal of the so-called "Saylor Amendment" which had been incorporated in the *Urban Mass Transportation Act of 1964*. This amendment had provided for absolute prohibition against procurement from foreign sources of materials and equipment to be used in Federally financed urban mass transportation programs.

The importance of the United States as a major supplier and/or consumer of some key agricultural staple commodities moving in world trade was reflected in several legislative actions taken in the first session of the 89th Congress. Passage of the *Sugar Act Amendments of 1965*, a revision of the *Sugar Act of 1948*, as amended, extended sugar quotas for domestic and foreign producers for a five-year period ending in 1971. Also of significance to both domestic and foreign interests was Senate ratification of the protocol to extend for one year the *International Wheat Agreement of 1962*. This agreement was again extended in 1966.

Just as U.S. sugar import quotas are of considerable assistance to a number of developing countries, so is U.S. adherence to the *International Coffee Agreement*. Legislation enabling the United States to carry out its obligations under the agreement was passed in the first session (P.L. 89-23). This country is the largest consumer of coffee in the world, and U.S. participation in the agreement was expected to help the development of producing countries by assuring them of greater price stability on the world market for coffee.

The Food and Agriculture Act of 1965, an omnibus farm bill authorized the Commodity Credit Corporation, in the four-year period beginning Aug. 1, 1966, to sell raw cotton to the domestic cotton textile industry approximately at world market prices. Exercise of this authority would assure the domestic industry of continued availability of U.S. raw cotton at the lower world market prices rather than at the higher internal support prices in effect until three years ago. The legislation was intended to assist domestic textile manufacturers in their efforts to maintain competitiveness.

Congressional action on the release of *lead* and *zinc* from the stockpile was of considerable interest from a U.S. foreign trade point of view. Since 1958, as a result of escape clause action, both lead and zinc had been subject to import quotas. A decision by the President in October, 1965, which followed an earlier Tariff Commission report, terminated these quotas.

Several bills designed to re-establish a quota system regulating the importation of lead and zinc were introduced during the second session. However, none of these bills received consideration.

Public Law 89-238, approved in October, 1965, extended the *Lead and Zinc Small Producers Stabilization Act* until the end of 1969. It assured small domestic operators of a subsidy for the next four years when certain domestic price levels prevail.

As part of the extension of the *Merchant Marine Act of 1936*, signed into law in July, 1965, (P.L. 89-66), continuation of the program to promote the foreign commerce of the United States through the use of mobile trade fairs at foreign ports and at other commercial centers abroad was authorized until June 30, 1968. This program, established in 1962 and administered by the Dept. of Commerce, uses, in part, U.S. counterpart funds held in foreign currencies.

Although the 89th Congress did not enact an impressive volume of trade legislation as compared with its achievements on the domestic front, its activities did demonstrate a growing interest in international trade and commerce and its relation to domestic labor and business, U.S. balance of payments problems, international regional trading arrangements, antidumping and adjustment assistance under the Trade Expansion Act of 1962.

The activities of the 89th Congress demonstrated a growing interest in trade and tariff legislation and its relation to domestic labor and business, and the international commercial activities of the United States. With the Kennedy Round of tariff negotiations scheduled to windup early next year, and the trade negotiating authority of the Trade Expansion Act of 1962 expiring in July, the 90th Congress can be expected to continue this interest.

Measure aids foreign investors

A Foreign Investors Tax Act (PL 89-809), designed to attract investment to the United States, was another significant action completed in the second session of the 89th Congress.

The principal tax concessions to foreign investors are:

1) The estate tax exemption is increased from $2,000 to $30,000 and estate tax rates are reduced to a range of 5 to 25%.

2) Foreigners will be subject to capital gains tax only if they are present in the U.S. 183 days or more during the year. Foreigners may authorize a U.S. agent to manage their investments without incurring liability for U.S. tax on capital gains.

3) The tax exemption for interest paid by U.S. banks is extended to interest paid by U.S. savings and loan associations and by U.S. insurance companies. After 1972 the above types of interest become taxable. Exemption for interest paid by foreign branches of U.S. banks to nonresident aliens continues after 1972, however.

4) Nonresident investors in U.S. real estate may elect to be taxed at graduated rates on net profit (after deduction of all expenses; e.g., real estate tax, depreciation, interest) or at 30% on gross rents (without deductions) or at the treaty rate, whichever is most beneficial.

5) Interest, dividends, and royalties not effectively connected to the conduct of a business in the U.S. will be taxed at 30% (or a lower treaty rate if applicable). Presently such unconnected income is taxed at graduated rates that are generally higher than 30% if a foreigner is engaged in business in the U.S. or has gross investment income in excess of $21,200.

Own best interests seen assuring solution of U.S.-Japan differences

High Commerce official says more liberal investment climate would work to Japan's advantage; points to U.S. as example

The healthy and growing economic relationship between Japan and the United States has convinced a top Commerce official that the two nations will resolve their current problems in the investment area.

Mark C. Feer, Deputy Assistant Secretary of Commerce for Financial Policy, told the Chicago Midwest Conference on Trade With Japan that "when I single out a particular problem area, I do it solely because of our feeling that a resolution of the matter can only help to strengthen the already close bonds between Japan and the United States."

While Japan has become a vigorous member of the world of trading nations, Feer said the Japanese Government has been largely unresponsive in the area of direct foreign investment in Japan.

In contrast, he pointed out that Japanese investment has been welcomed in the U.S., citing Japanese pulp and logging operations in Alaska, a plastics plant in Pennsylvania, a fisheries joint venture in Maryland, a zipper chain facility in New York, and a radio manufacturing plant in Puerto Rico.

"A Japanese company can set up a 100% owned subsidiary in any state in the Union without even obtaining approval or clearance from the U.S. Federal Government," according to Feer.

On the other hand, he said that no other advanced industrial country confronts the foreign investor with the sort of obstacles presented by Japan.

Not confined to U.S.

Complaints about Japan's investment policy are not confined to the U.S., Feer noted. The Organization for Economic Cooperation and Development, a grouping of economically advanced nations which Japan joined in 1964, has established investment criteria for developed and industrialized nations. Several other OECD nations have criticized Japan's restrictive practices regarding direct foreign investment.

Feer said one reason for this restrictive policy was a feeling among Japanese businessmen that U.S. firms would dominate the market if allowed to operate under American control. "We think the record of our business operations in Western Europe should dispose of most of the concern about such a possibility."

As for the assertion that U.S. firms wouldn't fit well into the scheme of the Japanese economy, where government cooperates rather closely with business, Feer said, in effect, "just try us."

He also said that American experience has shown that Japan's reluctance to adopt a liberal policy toward direct investment by foreign business probably restricts its own long-range economic development. Higher productivity and profits followed the flow of foreign capital to the U.S., and similar benefits can accrue to Japan if foreign investment policies and practices are liberalized.

Feer listed some of these benefits as:

- "Greater access to technology, because some of the most advanced technology cannot be purchased under licensing arrangements and becomes available only through direct investments.
- "Greater infusion of equity capital into the Japanese economy. As a result of rapid expansion, the capital structures of many companies in Japan are weak. With access to the broader financial resources of American and European corporations, there could be a strengthening of the equity-debt ratios and a greater availability of credit.
- "Japan's trade balance would be strengthened. As American and European firms develop subsidiaries in Japan, imports of certain items could be reduced. In addition, the subsidiaries could increase Japan's export earnings."

He said that "In our modern, interdependent world, direct private investments abroad are simply a logical extension of international commerce. Despite this trend, Japan is the one large industrial country in the Free World where American and other foreign companies have a relatively small volume of direct investment."

During last July's cabinet-level meeting of the U.S.-Japan Joint Economic Committee, the Japanese Government indicated that it had specific plans for liberalization of investment policies, especially in the manufacturing sector, as well as more timely and efficient administrative procedures. Since then, a few minor steps have been taken, but they have not changed the picture significantly, according to Feer.

However, Feer added that, "I do not want to leave the impression that there has been no foreign direct investment in Japan. Direct U.S. private investment in Japan today is placed at over $700 million. But the point is that the Government has made this so difficult that many American businessmen are discouraged from even trying."

Trade growth

Mr. Feer also reviewed the recent history of U.S. trade with Japan, pointing out that in 1965 this country had its first trade deficit with Japan since 1965, and that "the deficit may be even larger this year." Although U.S. exports to Japan are running 12% ahead of last year's levels, imports of Japanese goods have risen more dramatically, by 27%.

"The U.S. Department of Commerce wants to help more American businessmen share in the growth of the Japanese economy. In Japan our U.S. trade promotion efforts are largely keyed to the U.S. Trade Center in Tokyo. In this permanent installation more than 200 American companies exhibited and sold their products in the past fiscal year," Feer said.

He emphasized that a corporation doesn't have to be large or have an overseas selling organization to benefit from U.S. commercial exhibits. In Tokyo nearly half of the exhibitors were small companies—that is, firms having a net worth of less than $1 million.

Months before a show is held, U.S. market development officers comb Japanese trade lists and other commercial data to identify the businessmen with a solid interest in the equipment to be shown, and invite them to the show. The U.S. market development officers also arrange appointments between American exhibitors and Japanese businessmen who have a specific interest in their products.

He said that industrial hand tools and specialized electronic systems and instrumentation will be featured in the first two Tokyo Trade Center shows of 1967.

The electronic systems show is already fully-booked, but U.S. firms can participate in the tool exhibit and later exhibits which may include: shipbuilding industry equipment, commercial laundry and dry cleaning equipment, air conditioning and refrigeration, auto service and maintenance equipment, hospital and medical equipment, industrial chemicals, electronic test equipment, and paper and film conversion equipment.

Connor stresses Kennedy Round, East-West trade

U.S. Chambers in Bonn, London told of goals

Concern for progress in Kennedy Round negotiations and for strengthening of trade ties between the East and West was expressed by Secretary of Commerce John T. Connor in two addresses in Europe before American Chamber of Commerce groups.

Although many advances have been made in the current GATT talks in Geneva, Secretary Connor said, "unless the vital principle of reciprocity is followed by all involved, this great opportunity to promote the common interests of free nations through increased trade can slip from our grasp." He said this at the London chamber's 50th anniversary celebration.

To a combined American Chamber of Commerce and German industrial audience at Bonn he pointed to the discriminatory moves now being made by the two major European trading blocs and then said: "The Kennedy Round offers a timely opportunity to minimize the harmful effects of this discrimination and to pave the way for broader based European economic integration."

'Bridge building'

Secretary Connor spoke to both groups of the current U.S. determination for a "bridge building" of increased trade with Eastern Europe. He said in Bonn:

"We recognize the advantages of such 'bridge building' as a means of improving the conditions of life and encouraging the peaceful aspirations of peoples who are increasingly demonstrating expectations not unlike our own. The hopes and wants of a family in Rumania are not materially different from those of a family in Racine or in Dusseldorf.

"The determination to resist aggression is still fundamental to our policy, and hence our strong stand in Berlin, in Korea, in the Cuban missile crisis and today in Viet-Nam.

"We Americans are coming to recognize, however, the existence of a second avenue of approach to the European communist world. This avenue is to be largely through expanded trade contacts, which we plan to increase slowly from the comparatively minor level of today, at least when compared to your efforts."

ARGENTINE VISITORS TO INDIANA PHARMACEUTICAL FIRM were given an explanation of how Eli Lilly & Co. handles antibiotic isolation procedures. The visitors to the Indianapolis research and manufacturing facilities were doctors on their way to professional meetings in Chicago and Mexico City.

In London Secretary Connor placed the U.S. balance of payments problem in a perspective for his audience there:

"Another field requiring the fullest measure of cooperation among nations, if trade and investment are to play their full role in promoting world prosperity, is in international monetary reform. The need to find a supplement to gold and the reserve currencies—principally the dollar and the pound—is real and is growing.

Voluntary programs needed

"In recent years, new gold has been added to monetary stocks at no more than $600 million a year, and not nearly that much during some years. The additional reserve needs of the world have been supplied largely by dollars and pounds through deficits in our respective balances of international payments. But in order to maintain confidence in our pledge that the dollar is as good as gold, we in the U.S. have had to set up voluntary programs with American business and banking firms to moderate the outflow of capital from the United States.

"While I'm sure that our friends in Great Britain and elsewhere fully appreciate the reasons for the program, we regret the necessity for it, as far as it might affect world economic development. I am especially unhappy about any effect it might have in restricting the fullest possible contribution of U.S. capital resources to the solution of Great Britain's current economic problems.

"We look forward eagerly to the not-too-distant day when these programs can be terminated as our payments come into balance and when an improvement in the international monetary system enables the world's capital resources to play their full role in contributing to prosperity through trade and investment."

Technology levels

At Bonn Secretary Connor touched on the matter of differing technological levels, a problem which, he said, has been overstated in the term "technological gap."

"From a governmental policy point of view," he said, "it should be clear that my government has no policy aimed at maintaining any particular technological level as against Europe or any other area of the world. Our intent is that our economy will continue to be a highly dynamic one and creative innovation certainly will be a vital instrument for achieving this."

"Technological progress made anywhere in the world has been found to benefit us as well as the developer," he explained. "We look forward to a continuing two way flow for our two way benefit, and we stand ready to identify ways in which we can cooperate even more productively to enhance our common technological base."

The Secretary concluded: "The question of industrial disparities and of the role of technology in international business relations is one which needs far wider discussion and understanding, particularly among people in the private sector of our economies because there is where the great industrial and commercial advances are taking place."

Marketing efforts win 'E' awards for Florida, California producers of prefab units, sweet almonds

Panelfab International, California Almond Growers Exchange educate overseas purchasers to economies of their products

Two companies that introduced U.S. specialty products abroad have won the Presidential "E" award for export excellence.

Panelfab International, Coral Gables, Fla., and the California Almond Growers Exchange, Sacramento, both used multilingual staff and overseas visits by top company executives to open up world markets.

Panelfab International, a division of Business Development Corp., offers a new and specialized service to assist international companies with their overseas requirements. The company, which produces pre-engineered, pre-fabricated structures, also provides a highly trained, multi-lingual staff to determine needs abroad for housing, hospitals, schools and recreation and other facilities.

Panelfab construction is a system of utilizing modular steel, aluminum or plywood panels with a honeycomb core for insulation and structural integrity. Steel faced panels feature baked enamel finishes in various colors, while aluminum panels are finished with baked-on acrylic.

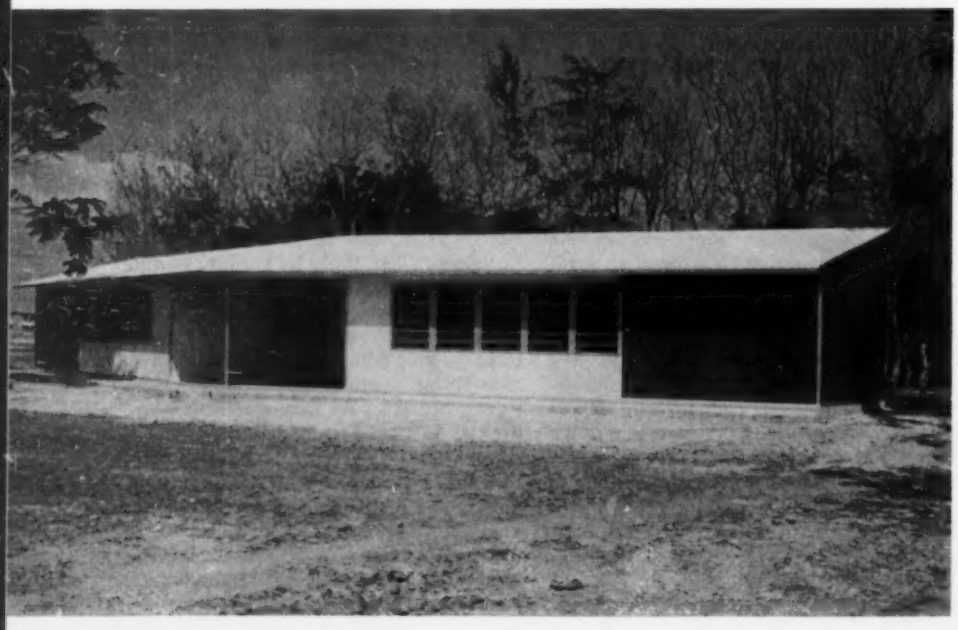
Panelfab International obtained worldwide export and licensing rights four years ago from Panelfab Products, Inc., of North Miami. The firm discovered that their product was unknown outside the United States. To determine whether there was a potential market abroad, they employed research, market surveys, testing and educational programs. The results of this survey encouraged them to embark on an export program that now encompasses 70 countries.

Panelfab personnel made trips throughout Latin America, the Caribbean, Europe and Africa to confirm market feasibilities and areas of initial emphasis. Every possible effort was made to convey to the overseas prospects that their business was important to Panelfab, and that every effort would be made to service them with what they wanted, when and how they wanted it. Special emphasis was placed on tailoring specifications to their requirements.

A major correspondence program was undertaken to announce and support the travel efforts. Thousands of letters and printed materials were mailed out. All requests for information were replied to immediately, in detail.

During this developmental period, an architect and an engineer associate were retained to prepare designs and product applications to meet requirements of the market. Specifics regarding designs and requirements were determined and each country as well as areas within a country were studied and treated separately.

PANELFAB SCHOOL FACILITY shown below is a double classroom supplied to Kaiser Engineering International in Ghana. A model school and house displayed in Caracas drew visitors from many areas.



Need for product

There is a worldwide need for large quantities of reasonably priced, high quality structures to be produced quickly and efficiently. This need is especially great in the developing countries of Latin America and the Caribbean. To prove that the Panelfab system of construction is ideally suited to help meet this challenge, a model house and a school building were erected and displayed in Caracas, Venezuela. Thousands of people, including government and business representatives from other countries, visited the fully-furnished sample structures.

Full media coverage, including features in numerous technical journals, brought inquiries from all parts of the world. In response to these requests, the firm prepared films and slides and sent them to interested groups in South America, Central America, the Caribbean, Italy, Greece, Israel, France, the Netherlands, Japan and Korea.

Turn-key operations popular

Panelfab's studies determined that many overseas companies, including firms from the United States, wished to purchase buildings needed in their operations on a "turn-key" basis. Panelfab would handle the purchasing, packaging and delivery of all materials. Panelfab would also, when requested, supply a construction supervisor and interior equipment and furnishings for the structure.

As a result of these needs Panelfab equipped itself to handle all purchasing in connection with the program, in addition to planning, designing and supplying the facilities. This has been either on an independent basis or in coordination with

the customer's own purchasing department.

The problems of perfecting export packing, maintaining currency of required documentation, and determining best shipping methods also had to be solved.

All Panelfab sales personnel are at least bi-lingual, with Spanish being the principal second language, and experienced in international business. Many of them came from an organization located in Havana that was confiscated after the Cuban revolution. They brought their knowledge of Latin American markets to the new concern.

Panelfab's export accomplishments are particularly outstanding because they introduced a totally new product in countries where modern construction methods have been slow.

Net sales of fiscal 1965 were more than $1 million. It took just two years to reach this from a 1963 total of less than $150,000, which was in turn three times the 1962 total.

Roy L. Morgan, director of the Office of Field Services, Department of Commerce, presented the award to Panelfab President Milton N. Fisher at a Miami Chamber of Commerce luncheon.

Almond story

The California Almond Growers Exchange, a farmers' cooperative marketing association headquartered in Sacramento, launched a successful campaign to sell an expensive specialty product in an area where it is produced locally. The Exchange's ability to maintain superior quality and price stability has overcome this geographical disadvantage.

To promote the California almond in preference to its somewhat bitter counterpart from Mediterranean countries, the Exchange began 15 years ago to develop brokers throughout the free world. In addition, they introduced the almond in countries such as Japan where it was unknown.

Prior to 1951, the California almond was exported only to Canada and Mexico. In that year the crop had expanded to the point where it was feasible to seek new markets abroad. The Exchange now handles 70% of all U.S. produced almonds.

The Exchange selected, appointed and trained brokers or agents in each of the major markets of distribution in Europe and, subsequently, other parts of the world. The Exchange's export manager makes one or more visits a year to each of the major overseas markets. For the past three years a sales representative permanently based in Zurich, Switzerland, has traveled to the major markets in Europe and the Middle East.

The Exchange now sells in 68 countries and has trebled its export sales in the past three years. Export sales now account for one-third of their total sales.

Many European countries, notably Germany and the Scandanavian countries, use almonds mainly for the manufacture of almond paste or marzipan confections. They have previously relied on almonds from the Mediterranean area, which contain 3 to 5% bitter almonds.

California almonds are bitter-free, and thus are sweeter or blander in taste. The marzipan manufacturers were particularly difficult to win over to the use of California almonds because to use them would require a change in their basic formulas. This field was penetrated by persistence in showing how the sweet California almonds, which shrink less in processing, can be satisfactorily combined with bitter almonds.

Within the past decade the Exchange has opened up entirely new trade areas in Japan, Australia and Israel. During the 1964 crop year Japan imported over 4 million pounds of shelled almonds from California. Although both Australia and Israel grow almonds, sales of California almonds to these countries approach 1¼ million pounds. In addition, the Exchange has developed markets for their Smokehouse Cocktail and Onion-Garlic Almonds.

Exhibit activities

The Exchange participated in a Processed Foods Exhibit in Tokyo, jointly sponsored by the Department of Agriculture and the Grocery Manufacturers of America, Inc. A special feature of the Exchange booth was the distribution of samples of six different varieties of cocktail almonds. More than 14,000 tasting samples were distributed, as were some 5000 recipe and formula booklets in Japanese. Total attendance at the show was more than 7500, made up mostly of grocery wholesalers and retailers, hotel and restaurant men, confectionery manufacturers, bakers and department store buyers.

The Exchange also takes part bi-annually in the ANUGA Trade Fair at Cologne. Their exhibits are manned by sales agents for Germany and the material displayed is largely educational.

The "E" award was presented at the Exchange directors' annual meeting to President W. Glenn Stalker, Board Chairman Hubert W. Scott and Export Manager Jack Axer by Donald M. Rubel of the Foreign Agricultural Service, Department of Agriculture. A record turnout of 2300 exchange members and their guests necessitated simultaneous meetings at two different banquet halls.

Translators view accreditation issue, hear association plan

Moves toward accreditation of translators serving the world trading community were taken at this year's meeting of the American Translators Association, held in New York Nov. 5.

The association's board, discussing accreditation problems, examined proposals ranging from no credentials to a plan in which governmental supervision of accreditation or licensing would be sought.

The board then brought before the meeting its support of a plan for accreditation of translators by the association itself, and reported that the plan was now being developed.

It was announced that the American group will have two delegates serving on the governing body of the Federation International des Traducteurs, a world unit in the translating field.

U.S. Chamber names international group

Thirteen new members have been named to the International Committee of the Chamber of Commerce of the United States.

Norman T. Ness, vice president, Anderson, Clayton & Co., Inc., Houston, Tex., has been renamed chairman.

The 57-member committee studies problems of international trade, investment and commercial policy and their relationship to the overall U.S. economy, and works for public understanding of international political, economic and commercial matters.

Uruguay to buy fertilizer

Uruguay will purchase U.S.-made fertilizer and utilization equipment to boost its farm and ranch production.

A $5 million Alliance for Progress loan, authorized by the Agency for International Development, will be used to finance the sales.

The loan is repayable in dollars within 40 years, including a ten-year grace

CARACAS EXHIBITION OPENS

Venezuela has premiere

Products of 146 U.S. metalworking and automotive equipment firms to be displayed

By JAMES F. ROURKE
Director, Information Division
Office of Publications and Information, DIB

CARACAS—The biggest trade show ever staged in South America under the U.S. Department of Commerce export promotion program opens here Nov. 22, featuring the products and services of 146 U.S. makers of metalworking tools and automotive maintenance and repair equipment.

The first U.S. commercial exhibition of industrial equipment in Venezuela will be both showcase and salesroom for the special-purpose products Venezuela most needs to carry out a massive $1.7 billion National Plan for industrial development.

The 11-day exhibition in Plaza Venezuela will constitute a new wooing of U.S. industry's leading customer in South America. The United States supplies about 55% of Venezuelan imports, which now are running $1.4 billion a year—but dramatic industrialization in Venezuela has brought stiff competition.

U.S. Ambassador to Venezuela Maurice Bernbaum, Venezuelan Minister of Development Luis Hernandez Solis, and Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic & International Business, will open the Caracas exhibition in a special ceremony Nov. 22. The show continues through Dec. 2 and will be Commerce's first South American "solo"—an all-U.S. exhibition, not part of an international trade fair.

Demand for products

The exhibition will display metalcutting and metalforming tools and equipment that are in demand throughout Venezuela's metal-mechanical industry, and a wide range of automotive service, repair and maintenance equipment, from wheel aligners and crankshaft grinders to gas-pump nozzles and coin-operated carwashers.

Sixty-seven of the U.S. manufacturers will show their products through Venezuelan agents. Seven will be seeking representation in the market for the first time, and a number will be looking for additional representation for certain product lines.

The show has been under preparation in Washington and Caracas for more than 20 months. For the past five months, Commerce market development officers and commercial officers of the U.S. Embassy in Caracas have conducted an intensive campaign to identify prospective buyers, agents and distributors for U.S. equipment in Venezuela and neighboring countries, and bring them to the show.

The campaign, involving the staffs of 20 U.S. Embassies and Consulates in South America, has carried notice of the exhibition throughout Venezuela and to businessmen in Ecuador, Colombia, Trinidad, Curacao, and Brazil. Through direct mail, personal calls, and newspaper and trade journal publicity, the market development team has identified an estimated 10,000 prospective buyers in Venezuela alone.

Market studies conducted for the Commerce Department show that Venezuela's industrial development plan has created exceptional business opportunities for the U.S. manufacturers taking part in the Caracas exhibition.

The demand for metalworking tools and equipment alone is expected to reach $32 million a year, spurred by the need for modern production and assembly equipment in new plants, the rapid development of Venezuela's basic steel industry, and the needs of the nation's fast-growing automotive industry.

Products have excellent reputation

Venezuela will import the bulk of the equipment to meet these needs. U.S. products enjoy an excellent reputation for quality and advanced technology, and U.S. manufacturers hold a front-line position in the market, but European and Japanese competitors are moving in.

Venezuela's growing auto industry is sparking much of the nation's demand for automotive service, repair and maintenance equipment. With increased auto sales, and a major road-building program

PREVIEW OF ONE COMPANY'S EXHIBIT AT CARACAS is this Whitney Metal Tool Co. booth at the highly successful U.S. solo exhibition recently held in Mexico City, where company technicians are explaining equipment to U.S. Ambassador to Mexico Fulton Freeman. Whitney is located in Rockford, Ill.

in progress, the market for this equipment is expected to be $10 million over the next few years. Auto-repair shops, service stations, fleet owners and even individual mechanics are being pressed to supply the kind of quality automotive service that can be offered only with specialized equipment.

The U.S. metalworking tool industry comes to Caracas from an export marketing triumph in cooperation with the Department of Commerce in Mexico City, Aug. 1-13.

Success at Mexico City

In the most successful showing of industrial equipment in history of the Department's international trade fair program, 40 metalworking machine tool manufacturers sold more than $1.4 million worth of equipment at the Mexico City show, and predicted the exhibition would bring another $5.7 million worth of business within a year.

Other commerce-sponsored international trade exhibits in the past two years have taken U.S. makers of metalworking machinery and equipment to Essen, Milan, Tokyo, Barcelona, Singapore, Bangkok and Lima in their push to strengthen the industry's position in world markets.

U.S. makers of automotive service, repair and maintenance equipment have joined forces with the Department of Commerce at a dozen international trade shows in the last four years.

The industry's established world traders and export newcomers alike have utilized the Commerce Department's export promotion services to show, sell and find new agents for their products through trade fairs in Helsinki, Lima and Tel Aviv, and through U.S. Trade Center exhibitions in Bangkok, Frankfurt, London, Milan, Stockholm and Tokyo.

Auto equipment in Scandinavia

In a six-day show at the Stockholm Trade Center last April, 38 U.S. makers of automotive maintenance, repair and safety equipment made on-the-spot sales of $104,000, estimated an additional $1.7 million in business within a year as a direct result of the exhibit, and appointed 25 agents to continue sales of their products in the Scandinavian market on a long-term basis.

Major export promotion campaigns planned for international trade fairs during the next year include the Tripoli Fair, Feb. 28-March 20, which will feature construction equipment and general industrial and agricultural equipment. The Paris Air Show exhibition of aircraft components and support equipment will take place May 26-June 4.

Venezuelan oil settlement stems slide caused by tax proposals; tight credit conditions continue

Government deposits formal instrument of ratification with LAFTA; meets with Colombia on regional integration

Venezuelan economic growth slowed in the third quarter of 1966, mainly due to a decline in petroleum production and the business community's reaction to a proposed increase in taxes.

The dip in business confidence caused a $112 million loss in foreign exchange reserves and led to a tightened domestic credit situation.

However, conditions eased at the end of the quarter when President Leoni announced a major settlement with the petroleum industry, and said the Government intended to modify its tax proposals. Sales of foreign exchange returned to a normal level, but domestic credit conditions are likely to remain tight for some time.

$190 million tax gain seen

The agreement between the Government and the petroleum companies paves the way for stable operating conditions in the industry through 1971. The settlement will provide the Government with additional income of approximately $190 million per year for the next five years.

Government claims to back taxes were settled, a reference export price system created, and a new tax formula established for the industry.

The Government continued to show strong interest in regional economic integration. Venezuela deposited its formal instrument of ratification with the Latin American Free Trade Association (LAFTA) in August. The Government also hosted a meeting with Colombian officials looking toward regional integration, a conference of five state-owned petrochemical enterprises concerning complementation arrangements, and a meeting of Latin American central bankers.

The outflow of foreign exchange during the quarter reduced the reserves held by the commercial banking system by $111 million. As a result, business liquidity was reduced and the availability of credit from the banking system also declined. In some instances collections lagged. Inventories also declined as some merchants postponed purchases until the business atmosphere improved. However, retail sales remained high. It is generally believed that the business climate has improved and that fourth quarter economic activity will reach a normal level.

One area of particular trade opportunity for Venezuela lies in the special complementary arrangements conceived by the LAFTA members to soften the adverse affects of competition while diversifying regional trade. These arrangements provide that one member may concentrate on manufacturing one component of an end product, while others produce other "complementary" parts. A total of 35 such agreements are being considered by the LAFTA signatories, including a number which are potentially suitable for Venezuela.

Possibilities for complementation in the petrochemical field were also discussed at the First Meeting of State Petrochemical Enterprises, which was held in Caracas in September. One proposal called for a formula for intra-LAFTA trade in petrochemicals valued at $40 million annually to be instituted by 1970. Venezuela might benefit particularly in the production of olfins, polyolfins, aromatics and certain fibers made from petrochemicals.

Competitive position good for steel

The Fourth Latin American Congress of Steel Industries in September agreed that Venezuela should have an excellent intra-LAFTA competitive position for steel, due to her sizable iron ore reserves which are estimated at 1.3 billion tons, reportedly 58% pure.

Foreign exchange reserves declined from $809 million to $697 million during the quarter. Political opposition to the tax proposals directed attention to the Government's expenditures program. Opponents of increased taxes claimed that Government revenues were sufficient to finance the needed level of public expenditures and that Government operations

MACHETES FOR HARVESTING SUGAR are made near Caracas. Production costs for Venezuelan sugar exceed world market prices.

were characterized by waste. In response, the Government sponsored the creation of a congressional subcommittee to investigate various ministries and semi-autonomous agencies.

Venezuela's Central Bank recently hosted a meeting of central bankers of other Latin American countries and the Philippines. Substantive discussions included the possibility of giving increased liquidity to Inter-American Development Bank bonds, a Venezuelan proposal for a pooling of Latin American reserves for investment abroad, and problems concerning international liquidity.

The bolivar was declared an international currency at the International Monetary Fund conference in late September, a development which also helped increase confidence in the stability of the Venezuelan economy.

Agreement was reached between the oil companies and the Government on back taxes, reference prices on petroleum sales, and a tax formula for the industry. The protracted negotiations began in January after the Government submitted back income tax claims to the companies for the years 1958-60 and, at the same time, established minimum prices on the export of residual fuel oils.

In July, the Government submitted new tax legislation to Congress which contained a provision for a selective (excess profits) tax on the extractive industry.

Satisfactory agreements were achieved in early October with Creole Petroleum Corp. (Standard Oil of New Jersey), Mene Grande Oil Co. (Gulf), and the Compania Shell de Venezuela, which together represent more than 70% of Venezuelan petroleum production.

Negotiations between the Government and the other companies are still under way.

As a result of these agreements, Venezuela will receive an estimated $166 million from the petroleum companies to cover the liquidation of all past income tax claims through 1965. The major portion of this settlement will be paid in cash installments, with the remainder to be covered by capital projects which the companies will undertake for the Government. The latter will include construction of a superhighway from Puerto la Cruz to El Tigre in eastern Venezuela and the extension of a gas pipeline from the eastern Venezuelan oilfields to the Guayana industrial complex.

Other terms in the settlement call for the selective tax to be replaced by an increase in the top income tax bracket from 47.5% to 52%. However, the Agreement provides for investment and increased production tax credits which could reduce the top rate to 50%. The Government expects the income tax increase to raise revenues by about $78 million per year.

Another feature of the agreement is the imposition of a reference price scale for exports of crude oil and oil products, which sets the price at which export sales will be taxed. The reference prices will be based on average prices realized by the industry in 1965, with a slight rise annually through 1971 to take into account expected sales price increases.

The price reference scale, together with the projected increase in production, is expected to produce another $78 million in additional Government revenues.

The settlement is generally considered favorable to both parties. The Government will obtain increased total revenues of at least $190 million annually through 1971, while the industry can rely on stable operating conditions during the period. In addition, all pending tax claims have been liquidated.

Oil production declines

Petroleum production through September was 3.61% or 125,496 barrels per day below the same period of 1965. The production decline has been attributed to various factors, including the price effect of increased taxes on already high-cost Venezuelan oil, concern that Venezuela's international competitive position may deteriorate, and the reduction of Venezuela's freight cost advantage through the use of larger tankers by other producing areas.

The Venezuelan Government has emphasized to the petroleum industry its

IRON ORE RESERVES, estimated at 1.3 billion tons are reportedly 58% pure, and give Venezuela an excellent intra-LAFTA competitive position in steel. Cerro Bolivar iron mining operations have been one of the key stones in opening up the country's eastern industrial zone, near Ciudad Bolivar.

interest in having the companies make every effort to increase their production. There is little possibility that production can be increased sufficiently to recoup the nine-month 1966 decrease, but the Government hopes to reverse the trend in 1967.

The three Government agencies directly concerned with agriculture, the Ministry of Agriculture & Livestock, the Bank of Agriculture & Livestock (BAP), and the National Agrarian Institute, plan to continue the satisfactory (7.7%) growth in agricultural output achieved in 1965. To achieve this aim, credit, technical assistance, subsidies, and storage facilities are being offered for major commodities.

Cotton production pushed

The Government is instituting measures to encourage production of long-staple cotton to complement the production of other cotton in which Venezuela is almost self-sufficient. Also, recent sorghum cultivation experiments have led the BAP to extend credits for the planting of 7000 hectares in sorghum during 1967, with a view toward replacing wheat imports used in animal feeds.

Peanut cultivation is being expanded in Anzoategui State to supply peanut oil to the fish canning industry of eastern Venezuela. The present 600 hectares under cultivation, which are expected to yield 700 metric tons of peanuts, will be increased.

Sugar and rice continue in surplus, with production costs exceeding world market prices. Corn output is being increased, with the possibility that human consumption requirements will be met this year. Rice output is being reduced by approximately 20,000 metric tons, to about 180,000 metric tons this year.

Little increase in coffee, cacao

Despite new acreage, technical assistance, and government credits, there is little to indicate an increase in coffee and cacao production.

Construction of the Guri Dam in the Guayana region reached 35% completion during the third quarter and electric power generation is expected to begin before the end of 1968. Power from this huge complex will supply both heavy industry in the Guayana area and help satisfy Caracas' growing requirements.

The Government is undertaking preparatory studies for expansion of the international airport at Maiquetia, which serves Caracas, in anticipation of future traffic. A new international airport at Maracaibo is presently under construction.

Voluntary restraints, likely to continue in '67, seen best approach in payments issue

Commerce official calls plan more valid than others proposed; recent verdict backs Standard Oil's compliance with program

A Commerce Department official, reaffirming U.S. intentions to continue the current voluntary program in the balance of payments situation, said that it is still the best means found to help solve the problem.

Lawrence C. McQuade, Assistant to Secretary of Commerce John T. Connor, addressed his remarks to a recent petroleum industry meeting in New York City.

He said that if each segment of the economy which is involved in international payments should bear a share of the burden for its improvement, then "I believe that the voluntary program has more appeal than any of the alternatives which have been advanced for eliciting the business community's contribution."

Businessmen help formulate plan

McQuade pointed out that the program was formulated with the advice of an advisory committee of top-flight businessmen under the leadership of Albert Nickerson, chairman of the Mobil Oil Co. Their judgments helped give the program a realistic character, he said.

The program also puts the responsibility on the chief executive officer of a company to decide how, in his own firm's particular situation, he can best achieve the most fruitful results for the U.S. without impairing the health of his company, according to McQuade.

"American industry is too diverse to fit, with uniform equity and results, into a rigid mandatory mold. This flexibility has made for greater ingenuity and effectiveness," he said. "Some businessmen tell me that, working under the voluntary program, they have worked out some new techniques which have made them better businessmen earning more rather than less profits."

Finally, "the program has worked," said McQuade. "In my view, a tax or other compulsory measures would have been self-defeating, as some of the analyses I have outlined above illustrate.

"Therefore, I am happy to repeat what the Secretary of Commerce has already suggested: that something similar to the voluntary programs of the past two years seems likely for 1967."

McQuade pointed to an unexpected outgrowth of the voluntary restraint program for one member of the petroleum industry:

Firm fights to borrow abroad

"Standard Oil of Indiana has fought an interesting legal battle defending the right of a company to borrow overseas in response to the voluntary program instead of borrowing domestically. A small shareholder of Standard alleged that the corporation could have sold its bond issue in the United States without discount and at a lower interest rate than it did in Europe.

"Standard requested the Government's help in defending the lawsuit. Secretary Connor signed an affidavit describing the public policy aspects of the Government's voluntary balance of payments program as it related to Standard's borrowing which Standard filed to support its motion for summary judgment," McQuade said.

Judge dismisses complaint

"On Oct. 14, Judge Sylvester Ryan of the U.S. District Court for the Southern District of New York dismissed the complaint on jurisdictional grounds.

"Judge Ryan made clear in the written opinion that, had he decided the case on the merits, 'the ultimate result would not have differed since, as a matter of law, the complaint does not plead a claim over which the Court would presume to act, involving as it does an attack on a matter of business judgment and policy of defendant's directors in the management of corporate affairs for which, absent an allegation of fraud, personal profit or gain, the undisputed facts show complete justification.' This result is gratifying," he concluded.

Balance of payments still adverse, but several areas show marked improvement in third quarter

Figure is well below deficit's quarterly average for 1965; $993 million surplus recorded in official reserve transactions

Preliminary figures on the third quarter balance of payments indicate a U.S. deficit of about $217 million, about $100 million higher than the second quarter figure but $100 million below the quarterly average for 1965.

For the first three quarters of 1966 the adverse balance totaled about $880 million, compared with about $1 billion in the corresponding period of 1965.

Seasonal factors had an adverse effect of nearly $500 million on the overall balance, reflecting the seasonal peak in foreign travel expenditures by U.S. citizens and the seasonal low in merchandise trade.

Quarterly estimates prepared by the Commerce Department's Office of Business Economics show an $82 million decline in U.S. reserve assets and a $630 million increase in liquid liabilities to foreign residents and international organizations, for an adverse balance of $712 million.

On the other hand, liquid liabilities to foreign official agencies declined during the third quarter by $613 million, but non-liquid liabilities increased by $59 million. These changes, combined with the $82 million decline in U.S. official reserve assets, indicate a favorable balance of $472 million on official reserve transactions.

Seasonal adjustments raise the favorable balance to $993 million. For the first three quarters of 1966 the seasonally adjusted balance, measured on this basis, was favorable by nearly $570 million compared with an unfavorable balance of $150 million in the corresponding period of 1965.

The favorable balance of nearly $1 billion in the third quarter of this year was by far the highest since the beginning of 1960, when the data to compute the balance on this basis became available.

This sharp improvement in the official reserve transactions was due to:

- Exchange difficulties of the British pound, which intensified during July and August. They abated during September, but not enough to offset the earlier problems. Most of the liquid dollar assets sold by British authorities were probably acquired by private foreign residents;
- Major U.S. banks, in order to overcome their shortage of reserves with the Federal Reserve Banks, attracted more deposits through their foreign branches by offering higher interest rates than they could in the United States. This helped to induce private foreign residents to hold their liquid dollar assets in foreign branches of U.S. banks rather than sell them to official agencies of other countries;
- Some foreign official agencies increased their dollar deposits in foreign branches of U.S. banks or lent dollars to foreign private banks and thus contributed to the increase in dollar liabilities of U.S. banks to their foreign branches or to other foreign private banks.

These developments are not likely to continue and consequently the balance on official reserve transactions cannot be expected to be sustained at the third quarter rate.

The $82 million decline in U.S. official reserve assets consisted of a $173 million decline in gold holdings and a $335 million drop in the gold tranche position in the IMF, while convertible currency holdings rose by $426 million.

Major types of transactions

Major factors improving the balances on both the liquidity basis and the official reserve transactions basis were advance repayments of $70 million by France, and $145 million by Italy of postwar Government loans. In addition, the Government of Canada repurchased $30 million of its obligations to U.S. private investors in advance of the contractual schedule. In the second quarter, nonscheduled loan repayments to the U.S. Government were only $7 million, but advance repayments by Canada amounted to $69 million.

The liquidity balance was also improved by investments of foreign dollar balances, mostly by official and international agencies, in long-term time deposits or time deposit certificates amounting to $90 million and by purchases of $25 million of nonguaranteed U.S. Government agency bonds by international organizations.

Merchandise exports rose by about $300 million during the third quarter, following a half-year of relatively stationary export levels. Agricultural products accounted for about half of the rise.

Merchandise imports were about $400 million above the second quarter figure. This increase was unusually large, except for periods affected by shipping strikes. Much of the increase was concentrated in a few commodities such as sugar, petroleum and steel. A continued increase at that rate is unlikely.

Imports of capital equipment increased by about $90 million, compared with an average increase of $55 million in the first two quarters. The acceleration probably reflected the continued lengthening of delivery periods for domestically produced equipment. Compared with the third quarter of last year, imports of capital goods have risen by about 50%.

Consumer imports

Consumer goods accounted for $100 million of the import rise; about half the increase was in passenger cars and parts, partly reflecting the effects of the trade agreement with Canada on automotive products. Imports of industrial material other than steel and petroleum remained unchanged, possibly a reaction from the sharp rise of the previous quarter.

The seasonally adjusted balance on merchandise trade was $725 million, compared with $850 million in the previous quarter. The decline of $125 million, however, was less than that of $265 million in the second quarter, and $150 million in the first quarter.

Foreign investments in U.S. securities dropped from an exceptionally large $500 million in the second quarter to $125 million in the third. The second quarter figure included nearly $300 million of securities issued by U.S. corporations to finance their foreign investments.

The complete balance of payments tables will be published in the December issue of the *Survey of Current Business*. The *Survey* is available from Field Offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $6, including weekly supplements; single copy 45 cents.

Tokyo Trade Center exhibition of electronic production items projects $3.1 million in sales

Largest show yet at Center books $511,391 in immediate orders; representatives of 38 U.S. firms pleased with buyer reaction

The largest and most ambitious trade show yet held at the U.S. Trade Center in Tokyo opened auspiciously Oct. 25 with a capacity crowd of trade press, government and industry officials and guests on hand.

U.S. Minister John K. Emmerson and Kenichiro Komai, president of the Electronics Industries Association of Japan and president of Hitachi, Ltd., opened the 22nd exhibit to be staged at the Tokyo Center, with Komai striking the keynote for the show in his address: "The development in electronics is remarkable. It was possible only where international exchange of knowledge was made."

The largest number of direct American factory representatives yet present at a Tokyo Trade Center show turned up for the event. Thirty-five U.S. company officers, from presidents to sales managers, demonstrated products and answered questions for potential buyers and sales agents.

Trade attendance during the nine-day run of the show, which closed Nov. 2, totaled 5,390, with all major electronics firms in Japan represented by at least one company officer.

Orders booked at the show amounted to $511,391, with sales anticipated during the next year as a result of the show totaling $3,138,400. Several firms were admittedly conservative in their future sales estimates, pending the outcome of large sales being negotiated.

Exhibitor reaction

The reaction of Chemcut's export manager was typical of the exhibitors, "We will have a $300,000 market here within three years. I will be visiting customers with my agent after the show ends." The president of Kole Enterprises said, "We'll start a direct mail campaign, and create a market for our products." Axion Corp.'s sales manager expects $50,000 in sales resulting from his first exposure to the Japanese market.

Of the 38 firms in the show, five were new to the market and were seeking agents. All five were engaged in discussions with potential representatives as the show closed.

The American Chamber of Commerce in Japan continued its tradition of offering briefings to the U.S. businessmen at each Tokyo Trade Center show on "how to do business in Japan." The open discussions between American and Japanese executives again proved helpful to U.S. representatives.

Business in Africa

"Doing Business in and with the Emerging African Nations" is the subject of a briefing session sponsored by the American Management Association at its New York headquarters, 135 W. 50th St., from Dec. 5 to 7. Investment incentives, current labor problems, local markets and banking practices and procedures, AID programs, sales promotion, transport and legal problems are among the topics to be covered.

Italian industry, consumers seek heating, ventilating, air-conditioning equipment

Home, office construction boom provides growing climate control market; March show at Milan Trade Center to feature latest U.S. products in field

The Italian consumer has enjoyed labor-saving appliances with his rapidly-rising standard of living for some time. Television sets, washing machines, and automobiles are becoming common possessions, and Italians are extending their desires to include other conveniences.

One of the greatest areas of consumer demand now is heating and air-conditioning equipment. Italy's climate, temperate in the north and sub-tropical in the south, creates a special need for heating, ventilating, and air-conditioning equipment of the latest design.

U.S. manufacturers of such items will have an important opportunity to introduce their products to the Italian market, and find representation on a continuing basis for their equipment lines, at the exhibition of heating, ventilating, and air-conditioning equipment to be held at the Milan Trade Center, March 1-7, 1967.

Industrial climate control is an increasingly important factor in Italy's chemical, pharmaceutical, electronic, and other industries, all of which offer excellent potential sales opportunities.

Many types of heating and ventilation equipment have been introduced into the Italian market by U.S. producers during the past few years, and U.S.-made products have come to be accepted as the quality standard for the industry.

This established high reputation, as well as the extensive advertising and publicity campaign by the Italian heating and air-conditioning industry to educate the public to the possibilities of new equipment, will aid U.S. firms who exhibit their products at the Milan Trade Center.

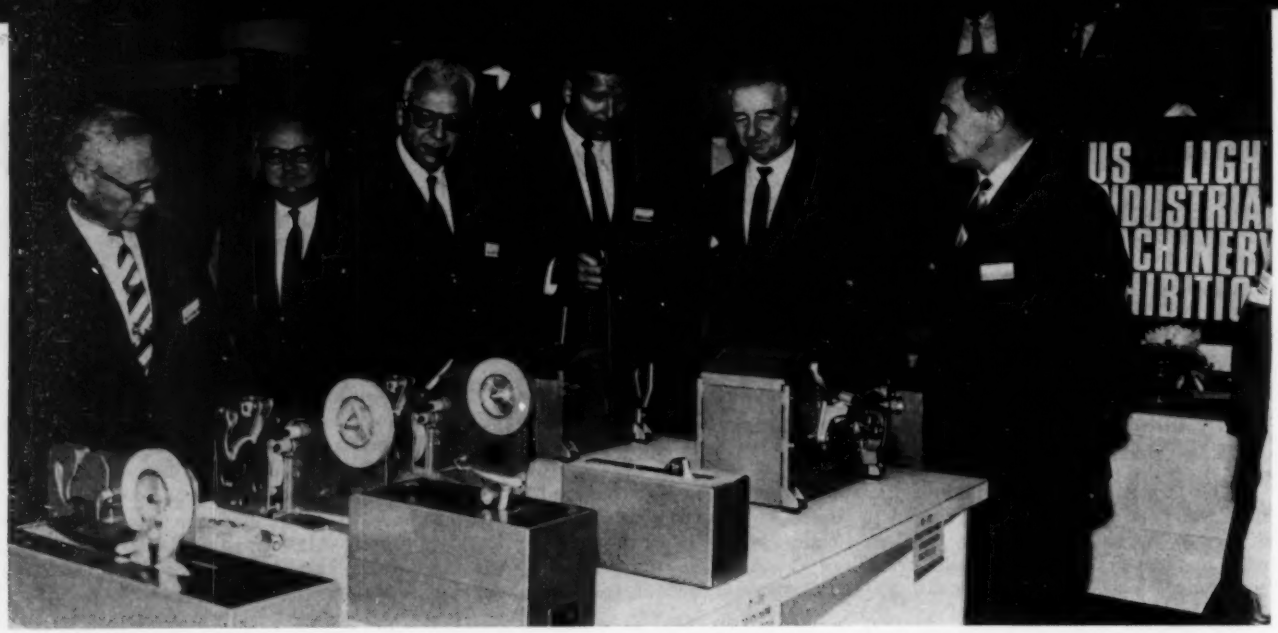
Opportunities for sales appear almost everywhere, since the use of sophisticated heating, ventilating, and air-conditioning equipment in Italy has come about only recently. Residential housing offers one of the best markets.

Items of equipment specifically in demand include controls, air-conditioning components and accessories, compact electric motors, heat pumps, space heaters, portable heaters, and infrared heaters.

Specific market surveys undertaken for the Department of Commerce recently have indicated a rising and profitable market for all the latest U.S. products in the field. Potential agents for U.S. firms will be contacted and invited to the show.

Duties and taxes vary considerably on the items for inclusion in the Trade Center exhibition, and firms should contact the nearest Commerce Department Field Office for information on specific products.

U.S. firms desiring further information on participation in the show may contact Virginia Lee, Bureau of International Commerce (Code 934), U.S. Department of Commerce, Washington, D.C. 20230, telephone Area Code 202, WOrth 7-5351, or any of the 42 Department of Commerce Field Offices.



TAPE SEALING MACHINES by 3M Corp. are viewed (above) by opening day visitors, (left to right) Walter Sohl, Commercial Officer, U.S. Consulate General; Harold Bromel, Market Development Officer; Edward Rice, Consul General; H. Brown, 3M's Hong Kong manager; T. D. Sorby, Director-Designate of Hong Kong's Department of Commerce and Industry; and Ernest Korte, another 3M representative.

PIPE THREADING MACHINERY by Oster Manufacturing Co. is demonstrated (above) by a representative of Oster's Hong Kong agents, Muller & Phipps. Automatic torch oscillation control unit is shown to potential buyers (below) by Horace Bowman, company representative for Hobart Brothers Co.

U.S. machines draw Asians, Africans to Hong Kong exhibition

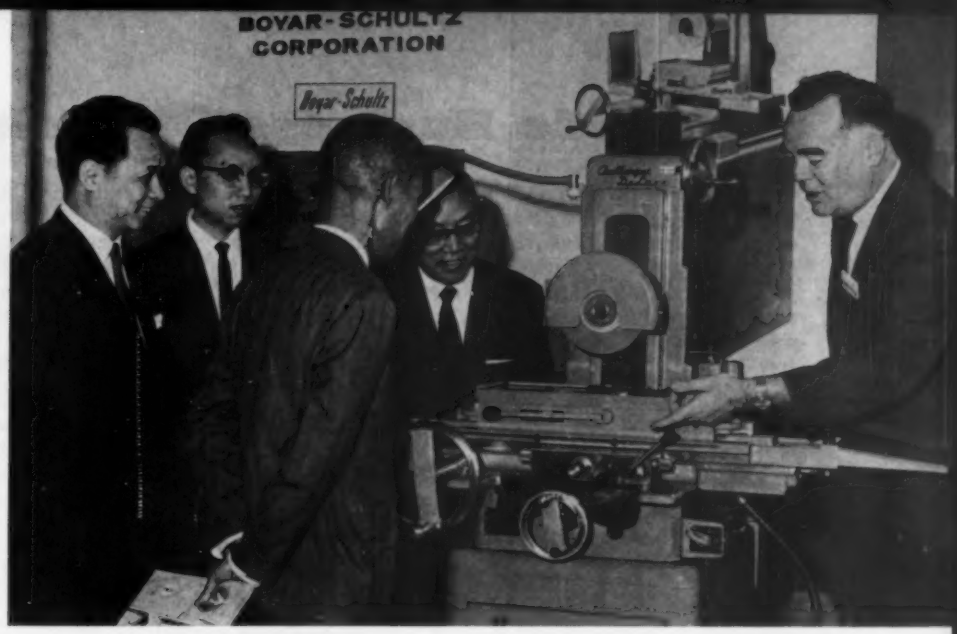
The City Hall of the British Crown Colony of Hong Kong was the site of bustling business activity as the U.S. Light Industrial Machinery Exhibition drew crowds to view the latest U.S. products.

The first four days of the show, which opened Oct. 31 and closed Nov. 11, saw over 1,700 technicians and businessmen from Hong Kong and as far away as Ghana, Malaysia, India, Nigeria, and Korea attending the exhibition.

Early news from the show was that the 29 U.S. companies with exhibits at the show had made over $175,000 in off-the-floor sales during the first four days of the exhibition. In addition, many companies were engaged in serious business discussions with Hong Kong firms wishing to enter into agency agreements, according to the *China Mail*.

"Far beyond my wildest expectations," was the way the exhibition was described by the representative of Liberty Engineering, a company new to the Hong Kong market. Fenway Machine Sales Co. reaction was similar: "Excellent show. We have sold 10 to 15 tools, and also have a prospective agent."

Burgmaster indicated "good play on operable equipment, with turret drilling machines probably sold to wrist watch manufacturers." Other firms reporting good sales prospects were Doughboy Industries, Skil Corp., and Omark Co.



INDUSTRIAL STENCIL MACHINE by Marsh Stencil Co., Belleville, Ill., is shown to visitors (above left) by company demonstrator. Hand-fed surface grinding machine is demonstrated by W. J. Sullivan (above right) vice president of Boyar-Schultz Corp., Broadview, Ill., manufacturers of the equipment.

LIGHTWEIGHT ALUMINUM WRENCHES made by the Ridge Tool Co., Elyria, Ohio, which bills itself as "the largest manufacturer of pipe tools in the free world," are demonstrated by factory technicians in the photo at right.

A FREQUENT EXHIBITOR at Commerce Department-sponsored exhibitions at U.S. Trade Centers and overseas trade fairs, Burgmaster Corp. display of its semi-automatic six-spindle turret drilling machine attracted much attention in Hong Kong, as shown by the California-based firm's local agent.

Worldwide Business Outlook

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: As a step in the development of a fully integrated iron and steel industry in **Malaysia,** the nation's first factory for manufacturing cast iron spun pressure and soil pipes is presently under construction. The new plant is expected to be in full production in 1969 . . . The average hourly wages in French industry and trade rose 5.9% between July 1965 and July 1966. As of July, average wage rates in **France** for male workers in the Paris area, ranged from $0.64 for unskilled labor to $1.07 for highly skilled workers . . . The Parliament of **Indonesia** unanimously approved resuming membership in the International Monetary Fund and in the International Bank for Reconstruction & Development. It also voted to join the newly formed Asian Development Bank. A government spokesman expressed the hope that these moves will increase foreign confidence in Indonesia which, he said, is making a maximum effort to improve its economy.

British Honduras survey outlines potential for fisheries, tourism

Opportunities for development of sugar, citrus, beef industries also sighted by economists from U.S., Great Britain and Canada

The fishing and tourist industries of British Honduras are reported by a team of economists to be two prime targets for potential development.

The report of this three-man team, representing the U.S., Great Britain and Canada, indicates that agriculture is expected to enjoy continued growth and that opportunities are good for further development of sugar production, citrus industries and a major beef cattle industry.

The team reported that a 9% annual growth rate of British Honduras' GNP can be attained if the recent high level of private investments continues.

The survey shows that large scale foreign investment has been attracted to the colony in recent years by four factors:

- Availability of large areas of fertile land at low prices.
- Absence of large-scale unemployment and therefore of the restrictive practices which reduce productivity in other Carribean countries.
- Access for British Honduran producers to protected markets.
- Generous tax concessions.

On completion of a field survey of the economic prospects of British Honduras, the team submitted its report to the sponsoring governments for their consideration, according to the U.S. Agency for International Development. Copies of the mission's report were also submitted to the colony's premier, George Price.

The survey was designed to analyze British Honduras' economy, its growth potential and to suggest possible guidelines for development during the next five years. The main objective was to make essential economic data available for general use to help promote the colony's rapid and sound economic growth.

Members of the survey team were: E. T. York, University of Florida, Gainesville; George Clayton, chairman, University of Wales, G.B.; Walter B. Gainer, University of Alberta, Canada.

The four-part report includes a general economic background survey of British Honduras; growth prospects of individual areas of the economy; growth prospects of the economy as a whole, with special reference to capital formations, government finance and the balance of payments.

The team's conclusions and recommendations comprise the last part of the report.

The report points out that a large part of the colony's GNP is involved in international trade and that much of the growth potential is in export industries.

The survey indicates that while possibilities exist for a manufacturing industry, the best prospects would be for various primary product processing industries, such as pre-cut specialty hardwood pieces for assembly abroad, a slaughterhouse and associated cannery, a

OFFSHORE CAYS FOR SAILING, diving, power boating and sport fishing are one of British Honduras' attractions for developers of tourist facilities. At present there are three tourist hotels in Belize with a total of 177 beds. The government is actively promoting development of new tourist facilities.

milk plant and a livestock feed mill and mixing plant.

The team's analysis reveals an important basic policy problem. The kind of growth of output and incomes outline in the mission's report can result only in a situation where the economy is still dependent on foreign aid to bridge the balance of payments gap.

The importance of pursuing export promotion and import substitution activities is clearly outlined as is the importance of scrutinizing investment projects with great care to ensure that they are such as will produce a direct contribution to exports and/or import substitution in as short a time as possible.

Development agency needed

Since the main requirements of the British Honduras economy is likely to be obtaining foreign aid to channel into private development, the mission in its report recommends that a development agency should be formed to work alongside the existing development bank.

For a summary of the "Tripartite Economic Survey of British Honduras," **write:** Office of Central American Affairs LA/CEN, Room 5915, New State Department Bldg., Washington, D.C. 20520.

Algeria announces deadline extension

The Algerian Government has extended to Dec. 24 the deadline for re-registering French trademark registrations which were in force there on/or before July 3, 1962. This deadline date also apparently applies to renewals of French trademark registrations that covered Algeria but expired between July 3, 1962 and March 24, 1966.

Announcement of this new deadline date is contained in Algerian Ordinance No. 66-308 of Oct. 14 published in the *Journal Officiel* No. 91 of Oct. 25.

New trademark law enacted

Prior to enactment of the new Algerian Trademark Law last spring, French trademark registrations were automatically protected in Algeria. The new law enabled such marks to be re-registered before Sept. 24; it is this deadline date that has been extended to Dec. 24.

A number of U.S. firms had complained that they were unable to obtain certified copies of the necessary French documents required by the Algerian Patent Office and thus were not able to meet the earlier deadline date. As a result, the Algerian Patent Office agreed to accept the filing of a partial dossier by an authorized Algerian intermediary for a U.S. firm, consisting merely of the name of the trademark and a letter authorizing the Algerian intermediary to act as agent for the trademark owner. The partial dossier may be submitted up to Dec. 24; other required documents may be submitted as they later become available.

A list of the Algerian intermediaries may be obtained by writing to Foreign Business Practices Division, Bureau of International Commerce (Code 824), U.S. Department of Commerce, Washington, D.C. 20230.

British zero in on German market

The U.K. has begun an intensive export drive to increase British exports to West Germany. The drive, modeled on successful efforts in the U.S. in 1963 and Australia and Canada in 1965, was kicked off by a series of articles in the Board of Trade Journal on German sales possibilities.

Six British commercial officers from posts in Germany returned to the U.K. for visits to chambers of commerce, industry groups and over 760 individual firms to discuss their German export prospects.

The British feel the German market is particularly promising for furniture, decorator fabrics, certain foodstuffs, outer clothing for women and girls, handtools (including garden equipment), packaging machinery, and scientific and laboratory equipment.

Increased German purchases in the U.K. for shipment to underdeveloped countries, which is part of the U.K.-German accord to compensate for the costs of maintaining the British Army of the Rhine, are also being pushed.

Kenya tea hits 13,161 tons

Kenya's tea production increased 46% during the first six months of 1966, reaching 13,161 tons. The Kenyan contribution to the world supply of tea is not sufficiently large to affect world market prices.

Tea production figures were erroneously reported in INTERNATIONAL COMMERCE, last week.

IFC enabled to extend financing of private enterprise projects

World Bank loan to its affiliate makes funds available to 82 states

A World Bank loan equivalent to $100 million will enable the International Finance Corp. (IFC) to extend its investment activities. The IFC will undertake substantially larger individual commitments to private enterprises in the less developed of its 82 member countries.

Since IFC's establishment in July 1956, it has announced commitments of $189.5 million to more than 100 enterprises in 35 countries, providing financing for a variety of industries as well as for development finance companies. Imported goods purchased with World Bank and IFC loan funds must be procured through international competitive bidding.

Borrowing limit

Under the terms of amendments completed late last year to the Articles of Agreement between the World Bank and its affiliate, the IFC, the Corporation may borrow up to four times its unimpaired subscribed capital and surplus, or about $400 million at present, for use in the lending part of its investment operations.

The Bank loan will be used initially by IFC to reimburse itself for loans already made and outstanding, making it possible eventually to free its share capital and reserve ($130 million at present) for making share investments.

Guatemala adopts rules regulating ad campaigns

Guatemalan advertising promotion campaigns, including public drawings, collection of stamps for educational albums, puzzle contests and free public expositions, are now regulated by Decree No. 1610, which became effective Sept. 11.

Permission to conduct commercial or industrial advertising campaigns must be obtained from the government of the geographical department in which the campaigns are conducted. The quality of prizes awarded must conform to those actually offered and drawings must be supervised by a competent Guatemalan official.

Foreign aid orders filled in 49 states

Over $485 million of U.S. products procured under AID dollar credits

Foreign aid-financed orders were filled by manufacturing plants and other producers in 49 states during the first nine months of 1966, according to the Agency for International Development.

These export sales involved a wide variety of materials and equipment going to developing countries in all regions of AID's economic assistance program in Asia, Africa and Latin America.

Thirty-six states exported more than one million dollars worth of goods, led by ten states which topped $20 million each during the period. They are New Jersey, Illinois, New York, Pennsylvania, Ohio, Texas, Michigan, California, Virginia, and Louisiana.

The $485 million in procurement recorded during the nine months represents only a partial production-source sampling which depicts the geographic spread of AID program orders, reflecting approximately half of the actual nationwide procurement level.

More than one billion dollars' worth of U.S.-made goods are sold abroad each year under financing of the AID program to help the people of less developed countries achieve economic and social progress. The U.S. share of this procurement represents 90 percent of all AID-financed commodity expenditures.

AID dollar credits used by developing countries for these essential purchases are limited largely to procurement from U.S. sources in line with AID's participation in efforts to protect the nation's balance of payments position.

How States shared in AID-financed exports

States' Jan.-Sept. totals are:

Alabama	$ 5,514,466	Ohio	37,445,223
Alaska	941,637	Oklahoma	1,125,121
Arizona	118,700	Oregon	5,648,269
Arkansas	2,668,603	Pennsylvania	39,351,462
California	24,221,040	Rhode Island	1,327,435
Colorado	947,063	South Carolina	3,418,128
Connecticut	3,184,031	South Dakota	137,487
Delaware	1,966,043	Tennessee	2,989,896
Florida	11,926,249	Texas	34,810,326
Georgia	7,903,766	Utah	284,385
Idaho	43,315	Vermont	901,992
Illinois	43,790,925	Virginia	23,561,023
Indiana	8,393,888	Washington	8,147,512
Iowa	3,730,232	West Virginia	3,256,070
Kansas	1,899,107	Wisconsin	9,974,572
Kentucky	2,294,650	Wyoming	153,578
Louisiana	22,857,002		
Maine	1,300,262	**Total**	**$467,090,777***
Maryland	10,698,045		
Massachusetts	7,897,431	Ocean & inland freight reported separately from commodity values	**$ 18,362,176**
Michigan	32,005,579		
Minnesota	2,100,036	**Total** U.S. procurement traced to source of production	**$485,452,953**
Mississippi	1,803,095		
Missouri	1,520,712		
Montana	223,815		
Nebraska	200,408		
Nevada	23,202		
New Hampshire	125,937		
New Jersey	45,656,605		
New Mexico	2,279,624		
New York	41,744,035		
North Carolina	2,566,277		
North Dakota	96,081		

* Includes $1,915,936 reported for Puerto Rico and $501 reported for the District of Columbia

U.S. export rights denied U.K. trader

The U.S. Department of Commerce has denied for an indefinite period the U.S. export privileges of John M. Sookias, in the import-export business at London and Purley, England, for failure to account for the disposition of textile machinery parts received from the United States.

The Department is seeking to determine if the machinery parts known to have been received by Sookias from a U.S. supplier have been reexported in violation of U.S. export regulations, but Sookias has failed to answer written interrogatories regarding his handling of the goods.

Extent of sanctions

The sanctions, which will remain in effect until Sookias answers the interrogatories or shows good reason for failure to do so, forbid him from dealing directly or indirectly in goods or technical data of U.S. origin. The sanctions apply to his agents, representatives or employees and also to Sookias doing business as Bengal Behar Construction Co. Private, Ltd., London or Purley, a trade name the Bureau of International Commerce says he uses without authorization and which has no connection with the firm of that name in Calcutta, India.

The export regulations provide that without authorization from the U.S. Department of Commerce no person may trade with anyone he knows has been denied export privileges in commodities or technical data exported from the United States.

U.S.-Canada sign convention to modify income tax law

A supplementary tax convention between the United States and Canada was signed Oct. 25 which further modifies and supplements the income tax convention of March 4, 1942 as amended. Ratification of this supplementary convention will eliminate the tax imposed on income derived from sources in one of the countries and paid to a corporation organized under the laws of the other country but not resident there for purposes of its income tax.

U.S. export violator is granted probation

The Royal Zenith Corp., of New York City, and Jerome L. Reinitz, the president, were placed on a year's probation Oct. 28 by the U.S. Department of Commerce, for an Export Control Act violation consisting of an attempt to export from this country to Czechoslovakia in the guise of excess baggage, U.S. origin lithographic equipment, valued at $2,800. The respondents knew or had reason to know that a validated export license was required and failed to obtain it.

The respondents agreed to the findings of the Department's Bureau of International Commerce, and will lose no export privileges if the terms of the probation are observed. Any violation, however, will subject the respondents and all persons and firms related to them, to the loss for two years of all privileges of participating directly or indirectly in any exportation of any commodity or technical data from the United States to any foreign destination, including Canada.

Japanese company to buy U.S. equipment, machinery for new polyethylene plant

Nippon Petrochemicals Co. Ltd. of Tokyo, a wholly-owned subsidiary of Nippon Oil Co. Ltd., will purchase U.S. machinery, equipment, materials and services needed for a polyethylene plant. The plant is now under construction within the Kawasaki Petrochemical Complex (KPC) midway between Tokyo and Yokohama. KPC is composed of some 20 interconnected companies.

The new plant will have an annual capacity of 26,000 metric tons and will cost the equivalent of some $13.5 million. It has been designed to use the Elrex process, developed and licensed by Rexall Drug & Chemical Co. and El Paso Natural Gas Production Co. The licensors will furnish technical services to Nippon Petrochemicals Co., train Japanese technicians and engineers in the United States and furnish U.S. engineers to assist in start-up operations in Japan.

Raw materials, principally naphtha, will be piped into the plant from the Nippon Oil Co. refinery. Electric power, the other principal requirement, will be supplied by Tokyo Electric Power Co.

Proposed U.S. suppliers include Autoclave Engineering Co., Erie, Pa.; Bart Manufacturing Co., Newark, N.J.; Farmer's Marine Co., Galveston, Texas; Fisher Governor, Marshalltown, Iowa; McCartney Manufacturing Co., Baxter Spring, Kansas; and Timken Roller Bearing Co., Canton, Ohio.

An Export-Import Bank of Washington loan for $2.5 million to Nippon Petrochemicals Co. will help finance the U.S. purchases.

The loan will be jointly guaranteed by Nippon Oil Co. Ltd., the Mitsui Bank Ltd., the Dai-Ichi Bank Ltd. and the Fuji Bank Ltd., all of Japan.

The Exim bank loan will be repaid in 12 semiannual installments beginning in June 1968.

U.S. firm invests $120,000 in plant for El Salvador

The American Radiator & Standard Sanitary Corp. of New York City has invested $120,000 in Ideal-Standard de Centro America, S.A., San Salvador, to finance the construction and operation of a plant for the manufacture of air-conditioning and commercial refrigeration equipment. Construction of the plant will involve about $125,000 worth of U.S. manufactured equipment.

This investment will reduce El Salvador's need for importing similar products at higher cost. The plant will have about 40 employees and training courses in the air-conditioning and refrigeration business. The products are to be sold throughout the Central American Common Market area and exported to other areas when economically feasible.

The private U.S. firm's investment is insured by the Agency for International Development at $240,000 for convertibility of local currencies and $240,000 against loss in case of expropriation.

Certifications available on wig importation from Canada

Processed human hair products (wigs, etc.) may be imported from Canada into the United States directly, or on a through bill of lading. Certificates of origin are now available from the U.S. Treasury Department's Office of Foreign Assets Control, Washington, D.C. 20220.

Brazil lifts exchange limits on more imports

The Brazilian Government has transferred an additional 62 tariff items from the Special Import Category to the General Import Category. This action, effective Oct. 13, thereby exempted these items from exchange restrictions applying to them on the Special Category List. At the same time, however, they were made subject to tariff increases of 20 or 30 percent ad valorem.

Items of major significance affected are fabricated and semi-fabricated products of lead, zinc and tin, including bars and shapes, plates, strips and sheets, wire, hollow bars, pipes and tubes, pipe accessories, and gaskets and washers. The list also includes containers, building components, screws, nuts, washers and gaskets of aluminum, and hooks, nails, screws, nuts, bolts and building components of zinc.

Tariff group investigates importation of olives

The U.S. Tariff Commission is investigating the importation of olives into the United States. The investigation will include, but not be limited to, the conditions of competition in the United States between olives bottled or canned domestically in containers suitable for retail sale and those which are bottled or canned abroad and imported into the United States in containers suitable for retail sale.

The Commission will consider all written submissions received from interested parties by Dec. 15. **Write:** Donn N. Bent, Secretary, U.S. Tariff Commission, 8th & E St., NW., Washington, D.C., 20436.

Import licenses available for certain USSR goods

Applications for licenses under the Foreign Assets Control Regulations for the importation of hair of certain animals, cotton and silk waste, and carpet wool produced in the U.S.S.R. or Outer Mongolia must be filed before Dec. 31. Persons applying for a license to import more than one commodity should file a separate application for each such commodity. Additional information and license application forms may be obtained from the Office of Foreign Assets Control, Treasury Department, Washington, D.C. 20220.

Four European companies offer licenses to U.S. firms to produce their products

Items include a portable gasoline engine, a universal joint, synthetic floor and wall coverings, essential perfume oils

British, French and German firms are seeking U.S. licensees to produce and distribute their products for the U.S. market. Products offered are a portable gasoline engine, a universal joint, synthetic floor and wall coverings, and essential oils and floral absolutes for perfumes.

For additional information concerning these products and the names and addresses of the manufacturers, **write:** Office of International Investment, Bureau of International Commerce, code 874, U.S. Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity described below.

• A French inventor offers patent rights to a U.S. firm covering a universal joint claimed to permit simultaneous transmission of rotation and lateral movement. The device is reported to have the important advantage of being made in very small dimensions and to be of a small size relative to the force which can be transmitted by it. Suggested applications include the applying of the joint to the controls of equipment used for the machining of grinding and honing tools used in the watch, aircraft and other industries. The inventor is the technical director for a firm in France manufacturing the universal joint. **File 1281-R.**

• A British firm engaged in the development and planning of engineering products seeks a U.S. licensee to manufacture and distribute its small light weight portable gasoline engine. Although currently not in production, the firm does have a prototype and reports very favorable results from marketing and engineering surveys conducted in the U.K., Europe and the U.S. Advantages claimed for this 1 h.p.-1100 rpm engine include these: remains running in every position even upside down, weighs only 8 lb. and is completely waterproof. In addition, the U.K. firm states that the low noise level and specially designed handie tend to reduce operator fatigue and the light weight of the engine makes it easy to operate over a long period of time. Possible applications include the engine's use with a chain saw, paint sprayer, hedge cutter, crop sprayer, earth auger and drill. A gear reducer is available for low speed applications. **File 1407-R.**

• A German manufacturer seeks a U.S. licensee to produce its synthetic resin floor and wall coverings. The product is reportedly a linoleum type, heat resistant, water repellent, resistant to spike heels, and is a jointless floor covering.

According to the German company, it is the ideal covering for living rooms, factories, offices, hotels and restaurants and for all floors requiring an appealing and durable covering. In its production almost the same raw material is used as for PVC tiles.

The synthetic material can also be used as a wall covering and a plastic decoration paint. The same machinery and equipment can be utilized in manufacturing these products but the formula must be changed. The wall covering is shockproof and washable.

No expensive adhesives are required in installing since the covering is self-adherent and can be applied to any type of base such as concrete, asphalt, metal, glass and wood. The covering can be produced in hundreds of colors. **File 1463.**

• A French firm seeks a U.S. licensee to manufacture its line of essential oils, resinoids and floral absolutes for perfumes. **File 1464.**

COMMERCIAL KITCHEN EQUIPMENT

A Belgian foundry engaged in the production of foundry pieces, monorails and sanitary hardware seeks a joint venture to manufacture hotel, restaurant and hospital kitchen equipment, plus bakery and pastry ovens.

Write: UMAFO-Usines Metallurgiques d'Articles en Fonte S.A., 6-8 Rue du Chemin de Fer, Herent-Louvain, Belgium. WTD.

Pakistan to develop petrochemical area

Complex planned in conjunction with a new naphtha cracking plant

Pakistan's Central Ministry of Industries and Natural Resources has invited applications from private Pakistani firms for the establishment of a petrochemical complex. Interested Pakistani companies are required to submit their application to the Ministry by Nov. 30.

In conjunction with the development of the petrochemical industries, the Pakistani Government plans to establish a naphtha cracking plant in the Korangi area of Karachi. This facility would be designed to produce 40,000 tons of ethylene, 20,000 tons of propylene, 13,500 tons of C_4 fraction and 32,000 tons of intermediate petrochemicals.

The complex would include facilities for manufacturing polyethylene, P.V.C., polystyrene, polyester fibre and resins based on ethylene; plants for producing polypropylene fibre and plastic and dodecyl benzen based on propylene; and facilities for manufacturing methanol and formaldehyde based on C_4 fraction and tail gas.

All of the proposed plants would be located in the vicinity of the naphtha cracker in Karachi. Additional proposals based on the utilization of ethylene and propylene would also be considered if supported by market surveys.

Joint ventures expected

Pakistani firms interested in forming joint ventures with U.S. companies to participate in the establishment of the complex have been requested to furnish the American Embassy with all relevant details. Any joint venture proposals furnished the Embassy will be published in INTERNATIONAL COMMERCE as soon as they are received from Karachi.

Firms in petrochemical industries interested in investment in Pakistan and wishing to obtain all possible information concerning the proposed projects prior to notification of any joint venture proposals should **write:** Bureau of International Commerce, Office of International Investment—878, Department of Commerce, Washington, D.C. 20230.

Australians seek licenses to make truck bodies and waste handling equipment

A new South Wales firm is seeking licenses to manufacture truck bodies, containers and units for industrial waste collection, compaction, and transportation. The firm is a subsidiary of a large organization engaged in transportation, materials handling, and the fabrication of engineering equipment.

The managers of the firm will consider different sizes and types of equipment. After examining specifications, they plan to send representatives to visit selected U.S. firms to study the manufacture and use of items that appear suitable. They then expect to purchase directly a few of each of the units recommended by their representatives for field tests in Australia. The final selection of items for which licenses will be sought will follow these tests and recommendations.

Problems concerning industrial waste handling and disposal are growing in Australian cities. The firm believes that this is an opportune time to enter the field and intends to expand its services in this direction. Since shipping costs and tariffs would mitigate against the importation of much of this type of equipment, it hopes to be able to manufacture waste handling machinery locally under license for its own use and for sale.

Write: Brambles Industrial Services, Box 121, Waterloo, N.S.W., Australia. WTD.

Belgian producer of metal frames seeks U.S. license to make additional products

A Belgian manufacturer of metal frames used in concrete forming and various types of metal scaffolding for construction projects seeks a license or similar arrangement to make additional products in this field utilizing existing plant facilities.

The Belgian company was founded in 1906. It leases and installs these products for construction firms and its sales territory includes Belgium, Luxembourg and Holland. Currently about 125 employees, plus 7 traveling salesmen, are on the payroll. Sales of $1 million are claimed for 1965.

Write: Les Nouvelles Fabriques Nessonvautoises, Oscar Delcour, 315 Rue den Allies, Fraipont-Nessonvaux, Belgium. Attn: Mr. Georges Delcour. WTD.

INSULATING MATERIALS

An Austrian manufacturer of laminated decorative sheets and insulating materials for the electrical equipment manufacturing industry seeks a license to produce and distribute copper clad materials for printed circuits, abrasive discs made of glass cloth, and mica-free insulating tape for application in high voltage equipment.

The Austrian company reports annual sales of around $6 million and has approximately 500 employees. It is the largest manufacturer in its line in Austria.

Write: Isovolta Oesterreichisches, Isolierstoffwerk K.G.H. Turnauer & Co., A-2351 Wiener Neudorf, (near Vienna), Austria. WTD.

PHARMACEUTICALS

A Spanish manufacturer of pharmaceutical specialties proposes a joint venture or similar arrangement with a U.S. firm to permit expansion of existing production.

Write: Farmoquimica, s.r.l., Calle Tirvia N° 5, Madrid (20), Spain. WTD.

COSMETICS, TOILETRIES

A Johannesburg manufacturer, importer and wholesaler of cosmetics and toiletries seeks a license to produce bath preparations, cosmetics such as lipsticks and creams, powder puffs and men's toiletries.

Founded in 1965, the company has 16 employees and claims annual sales of $210,000. It is a subsidiary of a South African pharmaceutical concern.

Write: Kenrich Cosmetics (Pty) Ltd., P. O. Box 4699, Johannesburg, South Africa. Attn: Mr. M. B. Rosenthal, Manager. WTD.

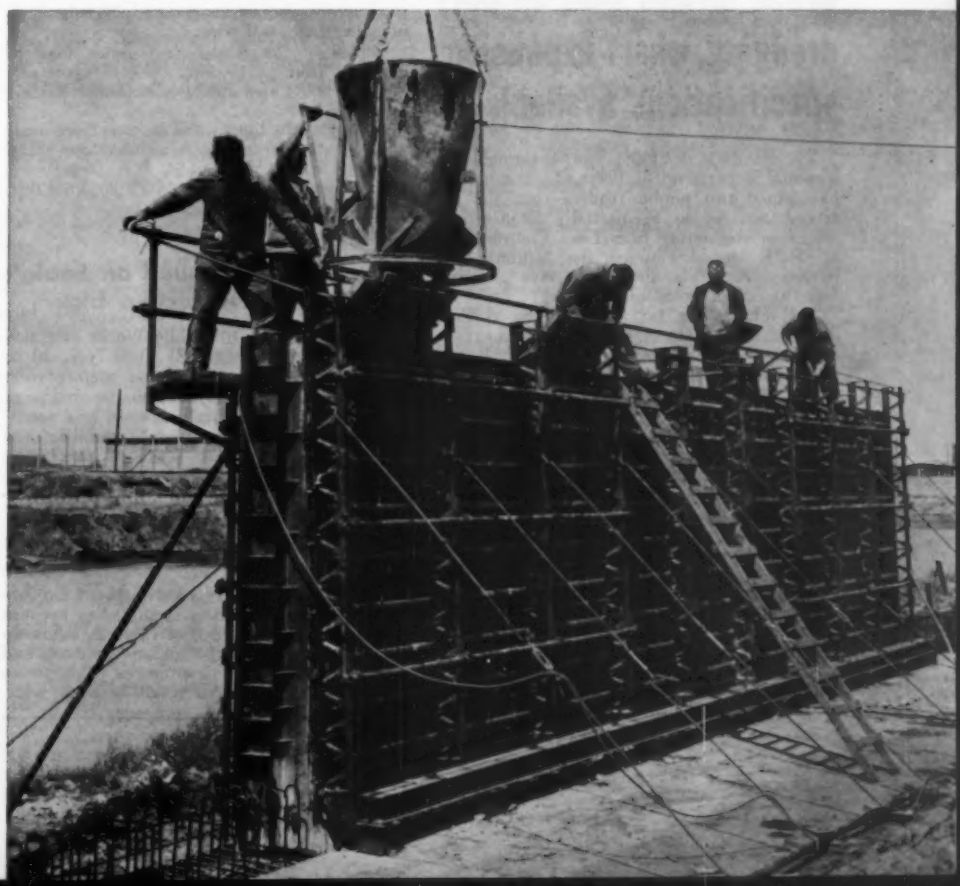
BRASS FOUNDRY PRODUCTS

A French manufacturer of brass foundry products, valves and bearings seeks a license to make newly developed brass foundry products and equipment for water supply facilities.

Established in 1921, the French firm has approximately 50 employees.

Write: Etablissements Lesaffre & Bataille, Rue du 14 Juillet, 62-Lens, France. WTD.

COMPANION PRODUCTS TO THESE METAL FRAMES, used in concrete forming for construction projects such as the one below, will be fabricated by a Belgian manufacturer if he is successful in obtaining a U.S. license. Oscar Delcour of Fraipont-Nessonvaux leases and installs these products for construction firms in Belgium, Luxembourg and Holland, as described in story at left.



World Trade Opportunities

Iraq plans to extend water supply system; asks for construction bids

The Directorate General of Projects, Ministry of Municipalities and Works, Baghdad, has issued a tender for the construction of an extension to the water supply system in Ramadi, Ramadi Liwa. The tender includes supply of horizontal rapid pressure filter, electric high-lift pumping set, welded steel plate elevated service tank, two chlorinators, switches, cables, suction main, pumping main, and all valves, pipes, pressure gauges and other apparatus necessary to complete the system. The Directorate General advises tenderers to see the existing waterworks before tendering.

Bid deadline is Jan. 1, 1967.

Terms and specifications may be obtained from the issuing authority for $56 a set, plus $1 to cover airmail charges to the U.S. One copy of the specifications is available for review at the office of the Water Industries & Engineering Services Division, Rm. 4111, U.S. Department of Commerce, Washington, D.C. 20230.

This type of contract is often awarded to local contractors who may be assisted in preparing their bids by foreign suppliers of products. A list of Iraqi contractors specializing in waterworks projects may be obtained from the above division.

Brazil invites bids on port dredging, wharf expansion, specifications available

The Ministry of Public Works, through the National Department of Ports and Waterways, has issued two public tenders with the executed services to be partially financed by resources originating from Loan Contract 81/81-SF-BR signed between the National Department of Ports and Waterways and the Inter-American Development Bank.

The tenders are for the dredging of Port of Paranagua, State of Parana and the expansion of the wharf for inflammables at the above port. The closing bid date for dredging is Dec. 27 and for the wharf expansion Dec. 29.

Payments of the services will be made in cruzeiros. Bids calling for payment in U.S. dollars will be accepted only if the portion payable in U.S. dollars does not exceed 45% of the total value of the bid and only when the bids calling for partial payment in dollars are submitted by U.S. firms or by joint Brazilian-U.S. firms. In the case of U.S. firms, it is required that proof of their technical and financial capability be submitted through the Inter-American Development Bank.

On each project there will be dredging of approximately 3.5 million cubic meters of sand, silt, small pebbles and shale. Work is to begin not later than four months after approval and signing of the contract and to terminate not later than 20 months after that same date. A Cr $80 million bond is required in lieu of the guarantee of compliance with contract clauses, which will be raised to 5% of contract value after contract is signed. The difference between the two bonds may be paid in installments deducted from the service invoices.

Equipment is to be supplied by the bidder and the client pays for the transportation of equipment. The wharf expansion construction will be 285 meters long (184 meters suitable for docking and 101 meters for access). Work is to begin one month after contract approval and terminate 24 months after that same date. A bond on Cr $30 million is required which will be raised to 5% to be paid in installment deductions as in the dredging contract. Bidder must supply all needed equipment.

Interested bidders can examine in the U.S. Department of Commerce, BDSA-Rm. 4014, Washington, D.C., the one set of specifications for each tender, the general regulations for submission of bids, one set of project blueprints for each tender and one copy of each tender.

Colombian public utility to buy aluminum, steel wire and cable

Electrificadora de Antioquia S.A., Departamento Comercial, Edificio Banco Central Hipotecario, 5o Piso, Medellin has issued Tender No. 53 and Annex to Tender No. 53, both in Spanish, with a bid deadline of Jan. 17, 1967.

The tender and its annex cover 3,220 kilometers of various size ACSR, 5 kilometers of aluminum wire, 220 kilometers of various size quadruplex cable, 433 kilometers of various other aluminum conductors, and 198 kilometers of galvanized steel wire.

Copies of the tender and annex may be obtained from the issuing concern upon payment of 500 Colombian Pesos (about $37.50) per copy.

A copy of the tender and its annex are available for review in the Aluminum and Magnesium Division, BDSA-634, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4579.)

New deadline issued on Spain's toll roads' construction bids

Spain's Ministry of Public Works extended the deadline from Oct. 31 until Nov. 30 to submit bids for the construction, maintenance, and operation of the Barcelona-La Junquera and Mongat-Mataro Highways.

Bids are to be submitted to the Highway Promotive Commission, Ministry of Public Works in Madrid. (INTERNATIONAL COMMERCE, Sept. 5, p. 29.)

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Prequalification invited on water treatment plant for New Zealand steel firm

New Zealand Steel Ltd.'s mill under construction near Auckland will shortly invite tenders for the supply, delivery, and supervision of erection of a water treatment plant, including a complete water softening plant for recirculatory cooling systems, a chlorination plant for drinking water systems, pipework, valves, chemical storage tanks, injection equipment, dosing equipment, and other apparatus integral with the plant.

Firms wishing to be considered should make application immediately in order to be included in the tender list. Applications should include details of experience and qualifications in the materials required, and should be addressed to W. S. Atkins & Partners and McLellan & Partners, Attention of L. T. Rumph, Woodcote Grove, Ashley Rd., Epsom, Surrey, England. (Tel. 26-140; Telex 23497; Cables KINSOPAR, Epsom.)

Copies of the applications should be sent to the Project Engineer, W. S. Atkins & Partners and McLellan & Partners, P.O. Box 6047, Auckland, New Zealand.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lousac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29402, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5302 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 480, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-3864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

World Trade Opportunities Continued to page 30

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

GERMANY—Barley, wheat, maize, linseed, sunflower-seed, hempseed, millet, alsike, lentils, peas, beans, soybean meal. Mayer & Haag (importer, exporter, wholesaler), 68 Mannheim, Binnenhafenstrasse 8. WTD 10/28/66.

IRAQ—Vegetable and garden seeds. Directorate General, Agricultural Chemicals and Machinery Co. (government agency), General Trade Establishment, Baghdad.

203 Canning, preserving foods

GERMANY—Frozen broccoli, mixed vegetables, spinich and shrimp; frozen orange juice in waxed paper cartons. Requests price quotations c.i.f. European ports. Direct purchase and agency. Lippische Frischkost-Frosterei GmbH. (importer, manufacturer, wholesaler), 125 Lagesche Strasse, 492 Lemgo-Lippe. WTD 10/28/66.

SWEDEN—Fruit and vegetable juices. Direct purchase and agency. Viking Products R. Wedenstrom (agents), Box 2177, Vastra Frolunda. WTD 9/22/66.

207 Confectionery

AUSTRIA—Confectionery products for diabetics. Direct purchase and agency. Hilde Fischer (wholesaler, distributor, importer, retailer), Kollergasse 17/5, A-1030 Vienna. WTD 10/28/66.

223 Broad woven fabrics, wool

● **HONG KONG**—Woolen blankets, 10,000 pieces, minimum 85% wool, 15% synthetic fiber, 60" x 90", 4½ lb. Tender No. Stores U. 52092; bid deadline noon Dec. 16. Controller of Stores, Stores Department, Oil St., North Point, Hong Kong.★ (Telephone 202-WO 7-5238).

264 Converted paper, paperboard products

THAILAND—Cellophane paper, non-moisture proof and moisture proof, 20" in width, 2000 meters per reel, thickness No. 300, require 100 reels per month. United Victory Co., Ltd. (importer, wholesaler), 20-22 Plapplachai Rd., Bangkok. WTD in preparation.

265 Paperboard containers, boxes

FIJI—Disposable container able to withstand heat to 250F followed by air-cooling. Rewa Co-operative Dairy Co. Ltd. (retailer), P.O. Box 237, Suva. WTD 10/18/66.

281 Industrial chemicals

● **IRAQ**—Chlorinated lime, 30,000 kilograms, 10,000 Kgs in 50 kg. galvanized sealed new drums and 20,000 kgs. in 10 kg. sealed tins B.P. '63. Liquor Cresolis Saponatus (Lysol), 20,000 litres B.P. '63 in 1 kg plastic screw cap bottles. Black disinfectant fluid, 20,000 gallons, in five-gallon new galvanized drums with screw cap openings provided with handles. Tender No. 58/66, bid deadline Dec. 25. Central Foreign Purchasing Board, Ministry of Finance, Baghdad. Terms and specifications may be obtained from the issuing authority free of charge.

PAKISTAN—Chemicals for dry cell batteries. Direct purchase and agency. S. P. Trading Company (importer, wholesaler, manufacturer), Industrial Estate, Comilla, East Pakistan. WTD 10/13/66.

SOUTH AFRICA—Iron carbonate complying with following specifications: FE CO3, 85% minimum, S, 0.1% maximum; sieve analysis: retained on 30 Mesh, Nil; retained on 120 mesh, 20% maximum; retained on 200 mesh, 10% minimum; 60% maximum. Estimated requirement would be 500 lb. per quarter. African Oxygen Ltd. (manufacturer, importer, retailer), P.O. Box 733, Germiston. WTD 2/1/66.

THAILAND—Potassium dichlores triazine trione, trisodium phosphase, sodium dodecyl benzene sulphonate, inert ingredients, and silica powder. C.i.f. or c. & f. prices. Nguan Huat Industry Co. Ltd. (manufacturer), 282-284 Chula Soi 6, Rama 4 Rd., Bangkok. WTD 10/4/66.

282 Synthetic materials

IRAQ—Viscose rayon continuous filament yarn. Direct purchase and agency. Son of Ohanes Agopian (Iraq) (importer, wholesaler, commission agent), P.O. Box 2021 Alwiya, Baghdad. WTD 10/25/66.

BELGIUM—Nylon and acrylic fibers. Direct purchase and agency. Anc. Ets. Vanbreuze (manufacturer, importer), 224 Rue Masui Prolonges, Brussels. WTD 10/28/66.

283 Drugs

THAILAND—Antacid in liquid or powder form for use as medicine; vitamins A and D in

bulk. C.i.f. prices, samples requested. Direct purchase and agency. Thawan Pharma Trading Ltd. Part. (importer, wholesaler), 1223 Rama IV Rd., Bangkok. WTD 10/4/66.

Antibiotics; all types in bulk for local packaging. Requests c.i.f. prices, samples. Direct purchase and agency. Thawan Pharma Trading Ltd. Part. (importer, wholesaler), 1223 Rama IV Rd., Bangkok. WTD 10/4/66.

285 Paints, varnishes, lacquers, enamels

NETHERLANDS—Raw materials for manufacture of sealers and fillers for building industry. Firma W. J. de Koning (manufacturer, installer), 359 Rochussenstraat, Rotterdam. WTD 9/29/66.

287 Agricultural chemicals

● **GREECE**—Formothion, 25% E.C., 60,000 litres. Bid deadline Dec. 5. National Tobacco Board, 9 Amerikis St., Athens.

IRAQ—Fertilizers, pesticides, fungicides, etc. Directorate General, Agricultural Chemicals & Machinery Co. (government agency), General Trade Establishment, Baghdad.

THAILAND—Ammonium phosphate and other types of fertilizer for agricultural use. Requests samples, c.i.f. Bangkok price. Teo Kim Hong Seed Store R.O.P. (importer, wholesaler, retailer), 174 Soi Tha Klang, Pak Klong Talad, Bangkok. WTD 10/4/66.

307 Plastic products

AUSTRIA—Plastic packing materials and containers. Direct purchase and agency. Max Maixner (wholesaler), Turmburggasse 16, A-1060 Vienna. WTD 10/27/66.

331 Steel mill products

● **CEYLON**—Galv. barbed wire, 1,500 tons. Also 15 tons of galv. staples for barbed wire. Tender for the Supply of Barbed Wire and Staples, bid deadline Dec. 13. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-2363).

NETHERLANDS—Stainless steel sheets and tubes; welding equipment. Direct purchase and agency. Metaalcompagnie "Brabant" (importer, wholesaler, exporter, agent), 137 Aalsterweg, Eindhoven. WTD 10/19/66.

● **SUDAN**—Steel tires for locomotives: 520 required. Tender No. 3634, bid deadline Dec. 20. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-2363).

THAILAND—Steel bars for use in construction. Requests c.i.f. Bangkok price. B.K.K. Trading Co., Ltd. (exporter, importer), 460 Maitrichit Rd., Bangkok. WTD 10/13/66.

335 Rolling, drawing, extruding of nonferrous metals

SWEDEN—Aluminum foil for food packaging. Direct purchase and agency. Viking Products R. Wedenstrom (agents), Box 2177, Vastra Frolunda. WTD 9/22/66.

THAILAND—Insulated wire and cables. Requests c.i.f. prices, brochures. Direct purchase and agency. Thai Novelty Co. Ltd. (wholesaler, commission merchant), 79 Pun St., Wat Kak, Silom, Bangkok. WTD 10/20/66.

342 Cutlery, hand tools, general hardware

● **COLOMBIA**—Supply of tools for installation of power transmission lines, including hoists, dynamometers, hand tools, etc. Tender No. 56, bid deadline Jan. 17, 1967. Electrificadora de Antioquia S.A., Departamento Comercial, Edificio Banco Conetral Hipotecaria 5o. Piso, Medellin.★ (Telephone: 202-WO 7-5589).

GERMANY—Hand-operated hedge and grass shears. Requests price quotations c.i.f. Rotterdam. Requests replies in German. Direct purchase and agency. Heinz Hegener (importer, wholesaler, exporter, sales agent), 92 Koelner Strasse, 563 Remscheid-Lennep. WTD 10/31/66.

SOUTH AFRICA—All types of hand tools and accessories; edge tools; files, rasps and file accessories; hand saws, saw blades and saw accessories; shelf, building, furniture hardware. Direct purchase and agency. Cape Hardware & Tool Suppliers (importing distributor), 10 Lower Burg St., Cape Town, Cape Province. WTD 4/21/66.

344 Fabricated structural metal products

● **BURMA**—Procure fabricated steel structural hangar, 175′ long x 103′ wide x 21′3″ entrance clearance with an outershed of 17′6″ (c/c) annexed on both sides. Tender No. DPES 4/67, bid deadline Nov. 30. Director of Procurement, Defense Department, Rangoon.★ (Telephone: 202-WO 7-3601).

GERMANY—Metal doors and frames, window frames ,other metal parts for buildings. Eisen-Richter (wholesaler), 61 Darmstadt, Rheinstrasse 29/33. WTD 6/21/65.

GREECE—Isotope remote handling equipment for hospital use (for the treatment of cancer). Direct purchase and agency. John N. Simeonoglou (importer, wholesaler, sales agent), P.O. Box 221, Athens. WTD 9/15/66.

WALES—Aluminum primary windows, home improvement products. Duo-Glaze Ltd. (manufacturers), 166 Sloper Rd., Cardiff, Glamorganshire, Wales. WTD 10/19/66.

352 Farm machinery

IRAQ—Agricultural tools and small machinery. Directorate General, Agricultural Chemicals and Machinery Co. (government agency), General Trade Establishment, Baghdad.

353 Construction, mining materials handling machinery, equipment

CHILE—Fork truck lifts. Covalpo—Cia. Comercial de Valparaiso, S.A., Blanco 709—Casilla 169-V, Valparaiso. WTD 10/11/66.

● **INDIA**—Supply of three traveling electric hoists of three and one metric ton capacities. Tender No. AEE/P/TEIH/116, bid deadline Dec. 28. Head, Purchase & Stores Division, Atomic Energy Establishment Trombay, Mohatta Bldg., 3rd Floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

354 Metalworking machinery

KOREA—Automatic wire drawing machine, concertino barbed wire machine, wire mesh making machine, each having a ten to 20-ton per day capacity. Dongkuk Steel Mill Co., Ltd. (manufacturer), 135-1, 2-ka, Namdaemunro, Chung-ku, Seoul. WTD 10/31/66.

SOUTH AFRICA—Power-driven tools for home workshops: circular and band saws, jointers, sanders, sprayers, woodturning lathes, portable drills and attachments. Requests catalogs, price sheets. Direct purchase and agency. Cape Hardware & Tool Suppliers (importing distributor), 10 Lower Burg St., Cape Town, Cape Province. WTD 4/21/66.

SWEDEN—Machine tools, metal cutting and forming, also numerically controlled. Direct purchase and agency. Ingenjorsfirman Lundwall & Co. AB (agent), Frokloversgatan 5, Vastra Frolunda. WTD 10/27/66.

355 Special industry machinery

GERMANY—Tire retreading equipment both power and hand operated such as buffing machinery; spreaders and recapping and retreading machines. Requests price quotations c.i.f. German or Dutch ports. Requests replies in German. Union Autoreifen und Autozubehoer Import GmbH. & Co. KG. (importer, wholesaler, distributor), 19a Marsiliusstrasse, 5 Koeln a. Rh. WTD 11/3/66.

IRAQ—Silk-weaving looms (two-shuttle box on one side). Direct purchase and agency. Son of Ohanes Agopian (importer, wholesaler, commission agent), P.O. Box 2021, Alwiya, Baghdad, WTD 10/25/66.

MEXICO—Guitar (nylon, catgut and metal) string-making machinery. Sala Chopin, S. A. (manufacturer), Alvaro Obregon No. 302, Mexico 7, D. F. WTD 8/23/65.

. . . where credit is due

Detroit wouldn't be the place it is today if all its output had to be sold for cash. There isn't that much free money around.

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The next time you write one of the advertisers in these pages don't just ask him for a letter of credit—ask the Commerce Department Field Office or your bank for advice on financing foreign trade.

356 General industrial machinery

ENGLAND—Manufacturer of range of packaging machines, particularly for powder filling, seeks U.S. packaging machines complementary to own production. Direct purchase and agency. Allen Transmatic Ltd. (manufacturer), 28 Lyon Rd., Hersham Trading Estate, Hersham, Surrey. WTD 9/20/66.

MEXICO—Guitar string packaging machinery. Sala Chopin, S. A. (manufacturer), Alvaro Obregon 302, Mexico 7, D. F. WTD 8/23/65.

357 Office, computing, accounting machines

● **KOREA**—Supply of nine weighing scales and its pertinent system. Tender No. KFX-6188-S, bid deadline Nov. 30. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

358 Service industry machines

NIGERIA—Refrigerators, air-conditioners. Hart Mossman & Co. Ltd. (importer, retailer, wholesaler), 207 Igbosere Rd., and 11/17 Tinubu St. P.O. Box 2283, Lagos. WTD 9/28/65.

361 Electric transmission, distribution equipment

HONDURAS—Electric transformers in sizes from 25 watts to 1.5 kw, reducing voltage from 220 v. to 110 v. Gonzalo Armando Rivera, S. de R. L. (distributor), Apartado Postal No. 347 Tegucigalpa, WTD 8/26/66.

● **KOREA**—Supply of high-voltage test sets, insulation resistance measuring sets, meggers, wheatstone bridges, attenuation and cross-talk measuring sets, oscillators, etc. Tender No. KFX-6184-S, bid deadline Nov. 28. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

THAILAND—Distribution, potential and current transformers, up to 10,000 KVA. Requests c.i.f. prices, catalogs. Direct purchase and agency. Thai Novelty Co. Ltd. (wholesaler, commission merchant), 79 Pun St., Wat Kak, Silom Rd., Bangkok. WTD 10/20/66.

362 Electrical industrial apparatus

AUSTRALIA—Tube-welding plant, complete, second-hand. This can be of the resistance or high-frequency type of machine suitable for steel and aluminium tubes up to at least 1" in diameter and 14-16 gauge in wall thickness. Norlin Products Pty. Ltd. (importer, manufacturer), 60 Canterbury Rd., Bankstown, N.S.W. WTD 10/20/66.

364 Electric lighting, wiring equipment

● **BURMA**—Supply of 14,234 electric lamps, 6-2,000 watts, Tender No. 13(T)EL(POI-S) 66-67, bid deadline Nov. 30. Procurement Manager, People's Oil Industry, P.O. Box No. 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5345).

THAILAND—Lighting arrestors. Requests catalogs, c.i.f. prices. Direct purchase and agency. Thai Novelty Co. Ltd. (wholesaler, commission merchant), 79 Pun St., Wat Kak, Silom Rd., Bangkok. WTD 10/20/66.

365 Radio, television receiving sets

NIGERIA—Radio and television sets, hi-fi equipment. Hart Mossman & Co. Ltd. (importer, retailer, wholesaler), 207 Igbosere Rd., and 11/17 Tinubu St., P.O. Box 2283, Lagos. WTD 9/28/65.

367 Electronic components, accessories

AUSTRIA—Components and accessory parts for radio and TV, cinematographic equipment, particularly new developments. Direct purchase and agency. Reimer J. Grothusen (importer, manufacturers' agent), Erzbischofgasse 53, A-1130 Vienna. WTD 10/27/66.

369 Electrical machinery, equipment, supplies

GREECE—Electrocardiograph, electrodiathermic apparatus. Direct purchase and agency. John N. Simeonoglou (importer, wholesaler, sales agent), P.O. Box 221, Athens. WTD 9/15/66.

● Supply of four X-ray units, 500 MA, 125 KV. Tender No. 3/66, bid deadline Dec. 8. Institute of Social Insurance (IKA). Supply Department, 8 Aghiou Constantinou St., Athens.★ (Telephone: 202-WO 7-2939).

371 Motor vehicles, motor vehicles equipment

CHILE—Equipment and accessories for vehicles and garages. Direct purchase and agency. Covalpo—Cia. Comercial de Valparaiso, S.A., Blanco 709—Casilla 169-V, Valparaiso. WTD 10/11/66.

CHILE—Street sweepers. Direct purchase or agency. Covalpo—Cia. Comercial de Valparaiso, S.A., Blanco 709—Casilla 169-V, Valparaiso. WTD 10/11/66.

IRAQ—Auto spare parts, accessories. Direct purchase and agency. Jamil N. Shaman (importer, wholesaler), Abu Tammam St., Baghdad. WTD 10/14/66.

NETHERLANDS—Vehicle body building equipment and products. Direct purchase and agency. Metaalcompagnie "Brabant", N.V. (importer, wholesaler, exporter, agent), 137 Aalsterweg, Eindhoven. WTD 10/19/66.

THAILAND—Winches for mounting on tow vehicles. Requests catalogs, c.i.f. prices. Direct purchase and agency. Siam Mercantile (1960) Co. Ltd. (importer, wholesaler, retailer), 117-117/1 Suriwongse Rd., Bangkok. WTD 6/14/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

372 Aircraft, parts

ZAMBIA—Bell helicopters and spare parts. Autair Helicopters (Africa) Ltd. (rental service), P.O. Box 990, Lusaka. WTD 10/12/66.

374 Railroad equipment

● **PAKISTAN**—Supply of crawler-mounted crane, (one each), vibrating ballast compactor, diesel-electric panel laying crane and material railcar (all for 5'-6" track). Tender No. PR-I/66/TR/4, bid deadline Nov. 29. Government of West Pakistan Railway Dept. (Railway Board), P. W. R. Headquarters, Empress Rd., Lahore, West Pakistan. Tender documents may be obtained from the above address upon payment of $21 (non-refundable). No information on financing. Conditions, specifications and drawings may be viewed only (not available for loan) in Rm. 4314, Transportation Equipment Division, BDSA 596, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4817).

381 Engineering, laboratory, scientific, research instruments

● **INDIA**—Supply of one airborne particle monitor to measure particle concentration in air ranging from 0.3 to 10 microns, and for continuous operation in a clean room. Tender No. AEE/P/TEIH/19, bid deadline Nov. 30. Head, Purchase & Stores Division, Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., Palton Rd., Bombay.★ (Telephone: 202-WO 7-2939).

● **IRAQ**—Supply of flasks, beakers, funnels, burettes, pressure filters, centrifuges, crucibles, pipettes, etc. Tender No. 59/66, bid deadline Jan. 22. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Non-destructive physical property testing apparatus, such as tension, torsion, elasticity testing equipment. Direct purchase and agency. Dufour Pere, Fils & Cie (manufacturer, importer, dealer), 11, Rue Aspirant-Dargent, 92 Levallois-Perret. WTD 6/22/66.

GREECE—Radiation detection devices including Geiger counters, laboratory scalers, scintillation counters, and nuclear radiation detection devices for medical use. Direct purchase and agency. John N. Simeonoglou (importer, wholesaler, sales agent), P.O. Box 221, Athens. WTD 9/15/66.

● **INDIA**—Supply of one hardness testing machine of 3,000 KGM capacity. Tender No. H3/57730/66/E, bid deadline Dec. 30. Submitted by Deputy Chief Accounts Officer (Engineering), Madras Port Trust Office, Madras 1. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. I.S.M. Ref. No. D/EMQ/2146.

384 Surgical, medical, dental instruments

GREECE—Amputation saws, plaster saws, plaster cast shears, speculums, stethoscopes, veterinary instruments, ophthalmoscopes, retinoscopes, retractors, atomizers, blood pressure apparatus, metabolism apparatus, operating tables, bone plates, orthopedic braces, incubators, iron lungs, hip fracture nails, respirators. Direct purchase and agency. John N. Simeonoglou (importer, wholesaler, sales agent), P.O. Box 221, Athens. WTD 9/15/66.

● **IRAQ**—Supply of 30 dental units, complete with chairs and 30 dental mobile X-ray units. Tender No. 57/66, bid deadline Jan. 8. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202 WO 7-2939).

391 Jewelry, silverware, plated ware

THAILAND—Chatham or Linde emerald, rough (not synthetic boule); "Montana" rough sapphires and rubies. Gem Center Limited Partnership (exporter, importer), P.O. Box 1658, Bangkok. WTD in preparation.

395 Pens, pencils, office, artists' materials

● **BURMA**—Supply of stationery, typewriter ribbons and carbon paper, stencil paper, drawing materials, etc. Tender No. 1(66-67), bid deadline Nov. 30. Superintendent, Central Press, 228 Theinbyer St., Rangoon.★ (Telephone: 202-WO 7-2939).

396 Costume jewelry, novelties, buttons, notions

AUSTRALIA—Dried and/or floral pieces. R.

E. Mulford & Associates (importers, wholesalers, manufacturers), Suite 39, Daking House, Rawson Place, Sydney, N.S.W. WTD 10/21/66.

504 Groceries

ENGLAND—Canned fruits, juices, vegetables, meats, fish. Direct purchase and agency. L and M Supplies Ltd. (importers, sales agents), 25a Winchester Rd., London, E.4. WTD 10/19/66.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated November.

Automotive Vehicles and Equipment Importers and Dealers—Federal Republic of Germany and West Berlin.

Alcoholic Beverages Importers and Dealers—Nicaragua.

Boat and Ship Builders, Repairers and Chandlers—Republic of Panama.

Canneries and Frozen Foods—Producers and Exporters—Australia.

Dairy Producers—Australia.

Electronic Equipment for Home Entertainment, Phono Records and Pre-Recorded Tapes—Importers and Dealers and Manufacturers—Iran.

Electronic Equipment, Electron Tubes and other Electronic Components and Accessories—Importers, Dealers and Manufacturers—New Zealand.

Furniture—Importers and Dealers—Italy.

Hardware—Importers and Dealers—New Zealand.

Laundry and Dry Cleaning Industry—Greece,

Leather and Shoe Findings—Importers and Dealers—New Zealand.

Lumber, Plywood and Veneer—Importers, Agents and Exporters—Netherlands Antilles.

Mining Companies and Exporters of Ores—New Zealand.

Oils (Animal, Fish and Vegetable)—Importers, Dealers, Producers, Refiners and Exporters—India.

Photographic Supplies—Dealers and Photographers—Malaysia.

Plastic Materials—Importers, Dealers and Manufacturers—Honduras.

Pulp and Paper Mills—France.

Sporting Goods, Toys and Games—Importers and Dealers—El Salvador.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

224 Narrow fabrics, other smallwares mills

BELGIUM—Ribbons, for floral use. Tibosco S.A. (importer, agent), 60 Rue des Champs, Brussels 4. WTD 10/26/66.

THAILAND—Ribbons for gift wrapping. Samples, c.i.f. prices requested. Sunray Trading R.O.P. (commission agent), 283 Rajawongse Rd., P.O. Box 2717, Bangkok. WTD 9/20/66.

236 Girls', children's, infants' outerwear

SOUTH AFRICA—Infants' outerwear such as matinee jackets, pullovers, cardigans, rompers, bonnets, booties, in artificial fiber, cotton and mercerized cotton; babies' blankets. Elko Trans-African Trading Co. (Pty.) Ltd. (manufacturers' agent), 2nd Floor, Maurcon House, 70 Barrack St., Cape Town, Cape Province. WTD 11/29/65.

239 Fabricated textile products

THAILAND—Materials for embroidery and lace work. Samples, c.i.f. prices requested. Sunray Trading R.O.P. (commission agent), 283 Rajawongse Rd., P.O. Box 2717, Bangkok. WTD 9/20/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

HONG KONG—Plywood, three ply, ⅛″ to ¼″ thick, one side veneered; and panels, six to eight ply, ½″ to 1″ thick, both sides veneered. Dimensions: 4′ x 8′. Offers with complete details, catalogs, samples, and c.i.f. prices required. The China Engineers, Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 148, Hong Kong. Cable: Chienginer. Telex: HKG-297. WTD 6/30/66.

252 Office furniture

BELGIUM—Wood and metal office cabinets, cases. Filma S.A. (importer, wholesaler, retailer), 54-62 Rue du Brochet, Brussels. WTD 10/25/66.

262 Paper mills, products

THAILAND—Ladies' sanitary napkins (tampons). Samples, c.i.f. Bangkok price requested. B.K.K. Trading Co. Ltd. (exporter, importer), 460 Maitrichit Rd., Bangkok. WTD 10/13/66.

264 Converted paper, paperboard products

THAILAND—Gummed tape, paper and cloth, for mending veneer. Requests c.i.f. prices, catalogs. Thai South Forestry Co. Ltd. (importer, wholesaler, manufacturer), 1630 Krungkasem Rd., Bangkok. WTD 10/20/66.

Tissue paper, double ply and packaged. Samples, c.i.f. Bangkok price requested. B.K.K. Trading Co. Ltd. (exporter, importer), 460 Maitrichit Rd., Bangkok. WTD 10/13/66.

278 Bookbinding industries

BELGIUM—Albums, photograph. Filma S.A. (importer, wholesaler, retailer), 54-62 Rue du Brochet, Brussels. WTD 10/25/66.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

THAILAND—Air fresher (deodorizer) in aerosol containers. Samples, c.i.f. prices requested. Chin Seng R.O.P. (importer), 139-141 Nakorn Kasem Compound, New Road, Bangkok. WTD 8/11/65.

Liquid vitamin-enriched bath preparations. Samples, c.i.f. prices requested. Chin Seng R.O.P. (importer), 139-141 Nakorn Kasem Compound, New Road, Bangkok. WTD 8/11/65.

Liquid spray wax for wood and metal surfaces, in aerosol containers. Samples, c.i.f. prices requested. Chin Seng R.O.P. (importer), 139-141 Nakorn Kasem Compound, New Road, Bangkok. WTD 8/11/65.

289 Chemical products

NETHERLANDS—Coolants for metalworking and cleaning machinery and equipment. A. J. F. Schaap N.V. (importer, wholesaler, agent), 60-62 Goudsesingel, Rotterdam-1. WTD 10/19/66.

THAILAND—Glues, in liquid and powder forms, suitable for mending veneer. C.i.f. prices, catalogs requested. Thai South Forestry Co. Ltd. (importer, wholesaler, manufacturer), 1630 Krungkasem Rd., Bangkok. WTD 10/20/66.

291 Petroleum refining

JORDAN—Lubricating oils and greases. Subhi Wafa Dajani (import, wholesale), P.O.B. 1395, Amman. WTD in preparation.

306 Fabricated rubber products

THAILAND—Foam rubber for use with brassieres. Samples, c.i.f. prices requested. Sunray Trading R.O.P. (commission agent), 283 Rajawongse Rd., P.O. Box 2717, Bangkok. WTD 9/20/66.

307 Plastic products

BELGIUM—Reproduction of art goods, plastic. Tibosco S.A. (importer, agent), 60 Rue des Champs, Brussels 4. WTD 10/26/66.

HONG KONG—Plastic laminates. Offers with complete details, catalogs, samples, c.i.f. prices required. The China Engineers, Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 148, Hong Kong. Cable: Chienginer. Telex: HKG-297. WTD 6/30/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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322 Glass, glassware

SOUTH AFRICA—Glass oven, table ware, casseroles, baking dishes, etc. Elko Trans-African Trading Co. (Pty.) Ltd. (manufacturers' agent), 2nd Floor, Maurcon House, 70 Barrack St., Cape Town, Cape Province. WTD 11/29/65.

329 Abrasive, asbestos, nonmetallic mineral products

HONG KONG—Vinyl asbestos and conduc-

tive flooring materials. Complete information, catalogs, samples, c.i.f. prices requested. The China Engineers, Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 148, Hong Kong. Cable: CHIENGINER. Telex: HKG-297. WTD 6/30/66.

342 Cutlery, hand tools, general hardware

SOUTH AFRICA—Manicure sets in presentation boxes. Elko Trans-African Trading Co. (Pty.) Ltd. (manufacturers' agent), 2nd Floor, Maurcon House, 70 Barrack St., Cape Town, Cape Province. WTD 11/29/65.

THAILAND—Locks and hydraulic door closers. Catalogs, c.i.f. Bangkok prices, requested. B.K.K. Trading Co. Ltd. (exporter, importer), 460 Maitrichit Rd., Bangkok. WTD 10/13/66.

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- Your price, including discounts for quantity and for prompt payment.
- Your delivery schedule.
- Your catalogue or other appropriate literature.
- Your payment terms.

343 Heating apparatus, plumbing fixtures

HONG KONG—Bathtubs, basins, lavatories, necessary fittings. Offers with details, catalogs, c.i.f. prices required. The China Engineers, Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 148, Hong Kong. Cable: CHIENGINER. Telex: HKG-297. WTD 6/30/66.

344 Fabricated structural metal products

HONG KONG—Sliding door hardware and gear, heavy duty and domestic. Complete information, samples, c.i.f. prices requested. The China Engineers, Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 148, Hong Kong. Cable: CHIENGINER. Telex: HKG-297. WTD 6/30/66.

348 Fabricated wire products

THAILAND—Aluminum screening for door and window use, 3'-4' wide, in roll of 100 yards or meters. Catalog, c.i.f. prices requested. Thai Sri Charoon Ltd. Partnership (importer, commission merchant), 566/20 Rama 4 Rd., Bangkok. WTD 9/13/66.

349 Fabricated metal products

THAILAND—Sluice valves for water utility services. Requests catalogs, c.i.f. Bangkok prices. Natee Thong Ltd. Partnership, 23 Vasutkasat Rd., Bangkok.

354 Metalworking machinery

NETHERLANDS—Machine tools for metalworking industry; cleaning machinery and equipment, especially finishing and lapping machines. A. J. F. Schaap N.V. (importer, wholesaler, agent), 60-62 Goudsesingel, Rotterdam-1. WTD 10/19/66.

357 Office, computing, accounting machines

BELGIUM—Calculating machines. Filma S.A. (importer, wholesaler, retailer), 54-62 Rue du Brochet, Brussels. WTD 10/25/66.

THAILAND—Non-electric business machines and office equipment, such as typewriters and calculating machines. Requests c.i.f. prices, catalogs. Eastern Trading (importer), 41 Trok Sarphi Thi 2, Prachadipok Rd., Klong Sarn, Thonburi. WTD 10/4/66.

358 Service industry machines

BELGIUM—Air conditioners, industrial refrigeration apparatus, ventilators, condensing units, heating apparatus. Celso-Constructions, Etudes et Entreprises S.A. (manufacturer, importer), 139 Chaussee de Charleroi, Brussels. WTD 10/25/66.

THAILAND—Water chlorinators. Requests catalogs, c.i.f. Bankok prices. Natee Thong Ltd. Part. (importer, wholesaler), 23 Vasutkasat Rd., Bangkok. WTD 10/6/66.

365 Radio, television, receiving sets

THAILAND—Portable radios AM, AM-FM; television sets from 12" to 21". Requests c.i.f. prices, brochures. Eastern Trading (importer), 41 Trok Sarphi Thi 2, Prachadipok Rd., Klong Sarn, Thonburi. WTD 10/4/66.

367 Electric components, accessories

THAILAND—Magnetic recording tapes, 800' to 1,200' in length. Requests c.i.f. prices, catalogs. Eastern Trading (importer), 41 Trok Sarphi Thi 2, Prachadipok Rd., Klong Sarn, Thonburi. WTD 10-14/66.

369 Electrical machinery, equipment, supplies

JORDAN—Storage batteries, for trucks and passenger cars. Subhi Wafa Dajani, (import and wholesale), P.O.B. 1395, Amman. WTD in preparation.

371 Motor vehicles, motor vehicle equipment

THAILAND—Air-conditioning units for Peugeot automobiles. Requests illustrative literature and c&f prices. Panyalakshana Co. Ltd. (importer, dealer), 690 Phaholyothin Rd., Bangkok. WTD 10/4/66.

382 Instruments for measuring, controlling, indicating physical characteristics

THAILAND—Water venturi meters. Requests catalogs, c.i.f. Bangkok prices. Natee Thong Ltd. Part. (importer, wholesaler), 23 Vasutkasat Rd., Bangkok. WTD 10/6/66.

386 Photographic equipment, supplies

HONG KONG—X-ray equipment, except X-ray machines and tubes; film development equipment, intensifying and fluoroscopic screens, cassettes, other related supplies. Offers with catalogs, c.i.f. prices required. The China Engineers, Ltd. (importer, exporter, wholesaler, manufacturer), P.O. Box 148, Hong Kong. Cable: CHIENGINER. Telex: HKG-297. WTD 6/30/66.

396 Costume jewelry, novelties, buttons, notions

SOUTH AFRICA—Men's jewelry such as cuff links, tiepins, in gift sets. Elko Trans-African Trading Co. (Pty.) Ltd. (manufacturers' agent), 2nd Floor, Maurcon House, 70 Barrack St., Cape Town, Cape Province. WTD 11/29/65.

399 Manufacturing industries

BELGIUM—Advertising novelties, display material, window display. Tibosco S.A. (importer, agent), 60 Rue des Champs, Brussels 4. WTD 10/26/66.

SOUTH AFRICA—Articles for general gift trade, in metal, glass, ceramic, etc.; small copper housewares, suitable for gifts; brush and comb sets, boxed. Elko Trans-African Trading Co. (Pty.) Ltd. (manufacturers' agent), Maurcon House, 70 Barrack St., Cape Town, Cape Province. WTD 11/29/65.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Ing. Octavio Carlevaro, Paranatex S.A.I.C. y F., Alsina 1535, Buenos Aires, **interested in contacting U. S. manufacturers of textile machinery and of auxiliary chemical products for the textile industry,** and requesting technical information. Nov. 15 via New York for two weeks. U. S. mail address: 212 Napoleon, South Bend, Ind. Itinerary: New York, Philadelphia, Providence, R. I., Chicago. WTD in preparation.

GERMANY—Dr. Gerhard Chrone, Kampnagel A.G., 26 Jarrestrasse, Hamburg 39, **interested in licensing agreements for packaging machinery** and requesting technical information. Nov. 4 via New York for three weeks. c/o American Demag Corp., 375 Park Ave., New York, N. Y. 10022. Itinerary: New York, Chicago, Wilmington, Del. WTD under revision.

KOREA—Yoon Dong-sik, President of Dong Young Enterprises Co., Ltd., and Director of Dong Kwang Ceramic Ind. Co., Ltd., Room 801/802, Samjung Bldg., 12 Susomon-dong, Sudaemun-ku, Seoul, **interested in investment and technical tie-up with a U.S. firm for expansion of existing tile plant and/or establishment of a new ceramic**

plant for production of tableware, sanitary ware, and requesting technical information. Nov. 30 via New York for about three weeks. c/o Chunusa Corp. of America, 605 3rd Ave., New York, N. Y. 10016. Itinerary: New York, Washington, Los Angeles, San Francisco; others may be arranged. WTD in preparation.

MALAGASY REPUBLIC—Nouraly Nazaraly, representing Ets. Nourimex Import-Export, Ste. Civile Immobiliere Vonivato, Ste. Malgache Agricole Somagri, and Junior Chamber of Commerce, Boite Postale 502, Tananarive, **interested in discussing trade and investment possibilities in Madagascar and arranging licensing agreements for food processing (pineapple, bananas, meat extracts) and light industry,** and requesting technical information regarding creation of small industry in Madagascar. End of November via New York for one month. C/o Crystal Industries Inc., 120 Liberty St., New York, N. Y. 10006. Itinerary: Boston, Texas, Denver, Hawaii and other major cities on the East Coast, Southeast and West Coast. WTD 10/31/66.

Construction Awards

CANADA—A list of firms awarded contracts by various Canadian Government Agencies (Transport, Public Works, Defense) during August and September is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ARGENTINA—Two loans totaling $19.2 million to help finance **an urban development program in Buenos Aires** were announced by the Inter-American Development Bank. The loans, which were extended to the Municipality of Buenos Aires, will be utilized by the *Comision Municipal de la Vivienda*, the city's municipal housing commission.

The program provides for the construction of 3800 housing units with community services in *Parque Almirante Brown*, a section in the southern part of the city and the construction of 3000 more units with community services in *Ciudad General Belgrano*, a suburb seven kilometers southeast of the first area.

This construction is part of a general urban development plan being executed over the next 12 years by the Municipality of Buenos Aires within the framework of the Alliance for Progress. It is designed to transform a large, unsanitary part of the city into a model urban center consisting of 50,000 home units that will house about 250,000 persons. The program is designed to ease the 600,000-unit housing shortage in the Buenos Aires area, which is about one-half the nation's total shortage.

The total cost of the program is estimated at $63.2 million. The Bank's loans will cover 30.4% of this cost. The Municipality will provide 53.8%; the remaining 15.8% will be provided by other participating organizations and the beneficiaries themselves.

The works in Parque Almirante Brown will include the construction of 3800 multifamily housing units for about 19,000 low-income persons, the clearance of four slum areas, the construction of streets, the installation of electric, gas, water supply and sewage services, and the construction of related stores, primary schools for 12,000 pupils, kindergarten and nursery centers and cultural and sports centers.

The works in *Ciudad General Belgrano* include the construction of 3000 single unit homes for approximately 15,000 low-income persons, water and sewage services, electric, gas and telephone lines, streets, parks and nurseries, primary schools for 4500 students, stores and a first-aid clinic.

The resources of the Bank will be used to carry out the sanitation and community services in Parque Almirante Brown; to help build the 3000 homes and related facilities in Ciudad General Belgrano; and to give technical assistance to strengthen the administrative structure of the executing agency. A total of $150,000 will be devoted to such assistance. The local resources will be used where needed in both Parque Almirante Brown and Ciudad General Belgrano.

CANADA—The Ontario Federation of Labor has announced plans for the construction of a **new labor center** as its centennial project. The new center, which will cost $2.7 million, will be capable of being the headquarters of all unions in Ontario. It will have a 500-seat auditorium, a cafeteria, meeting and board rooms, library and research facilities and parking space for 250 cars. A private company, the Onfed Building Company, has been formed to carry out this undertaking.

FINLAND—(Fmk 3.209 = U.S. $1.00)—The Helsinki Municipal Council voted recently to proceed with the **first phase of the long-planned Helsinki subway project,** consisting of a 9-kilometer electrified link from Hakaniemi in east-central Helsinki to Puotinharju on the eastern outskirts. The cost of this link, including construction, stations, and rolling stock, is estimated at Fmk 138 million. It is scheduled for completion in 1970.

The civil engineering works and power installations will doubtless be done by local contractors, but the city is inviting both domestic and international bidding on the rolling stock and related control equipment. The equipment for the first phase will consist of nine electric trains of six cars each with a seating capacity of up to 80 persons per car and standing room for about 120 persons.

American suppliers interested in bidding on this project should seek details from Dr. Reino Castren, Chairman, Metro Planning Committee, City of Helsinki Traffic Service, Siltasaarenkatu 12, Helsinki 53. Since the financing of the project has not yet been fully arranged, bidders would be well advised to indicate the extent to which they will be able to help in securing credit for the equipment and for services they are offering.

MEXICO—The Inter-American Bank today announced the approval of a $3.5 million loan to the Republic of Panama to help build **16 local roads with a total length of 126 miles.**

The roads will be built in six areas whose total acreage is 1.5 million. Under the "Plan Robles", the National Agricultural Program drafted in 1964 within the framework of the Alliance for Progress, special priority has been assigned to the development of the six areas.

Under the Robles plan some $25 million will be invested in the six areas over a period of five years. The proposed roads will provide those areas with permanent communications facilities and will expedite the movement of equipment, material and persons required for the construction essential to the other development activities in the area.

Of the 16 roads, five approximately 32 miles long will be entirely new; the remaining 11, totaling 94 miles, will be rebuilt or completed so that they will be passable the year round.

The Bank loan will finance 49.6% of the project's total cost which is estimated at $7,050,000. The Panamanian government will finance the remainder. The program will be carried out by the *Comision de Caminos, Aeropuertos y Muelles*, an agency of the Ministry of Public Works.

Third quarter summary ready; limited copies of previous summaries are also available

A Quarterly Summary of Future Construction Projects, contract award stories, significant foreign government tenders and United Nations Development Fund projects published in INTERNATIONAL COMMERCE during July, August and September 1966 is available to U.S. firms from the U.S. Department of Commerce, BDSA-624, Trade Opportunities Staff, Washington, D.C., 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing.

The Summary, which may also be reviewed at any of the 42 Department of Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes. These are the following: airports, seaports, railroad and highway projects; hydro and thermal electric plants and irrigation projects; hospitals, hotels and housing projects; industrial plant projects; and comprehensive development projects and United Nations Development Fund. Whenever possible, names of contact and responsible agencies are cited, as well as original publication dates.

A limited number of copies of earlier Quarterly Summaries are also available for the fourth quarter of 1965 and the first and second quarter of 1966. Requests for these will be filled on a first-come basis.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

New Books and Reports

***The Economic Development of Morocco, 1966.* Johns Hopkins Press, Baltimore. 356pp. $8.50.**

This study is based on a report of a World Bank economic mission to Morocco which was organized at the request of the Moroccan Government. The mission assignment was to assess the developmental potential of the Moroccan economy and to consider and recommend economic policies, institutional arrangements, and an investment program designed to accelerate economic growth.

An overall development program is formulated and discussed. The emphasis throughout the study is consistently on what is possible and realistic within the framework of Morocco's potential.

Comprehensive and up-to-date statistics, many of which were gathered and analyzed by the mission, are included.

Write: The Johns Hopkins Press, Baltimore, Md. 21218.

***Cooperative Offices of the U.S. Department of Commerce.* Office of Field Services, U.S. Dept. of Commerce, Washington. 30pp. Free.**

These Offices cooperate in making the information and services of the Department of Commerce and its Field Offices more readily accessible to the business community, and in reporting to the Department on local business activities, needs, and problems.

The Cooperative Offices include Chambers of Commerce and other business organizations in the United States and the Commonwealth of Puerto Rico. They provide their services without charge to the inquirer, whether or not he is a member of their organization and regardless of his industrial, trade or other affiliation.

Write: any of the Commerce Department's 42 field offices, listed in the Trade Opportunities section of this magazine.

Customs Journals' usefulness reviewed

Ghana has adopted a new tariff schedule using the Brussels Tariff Nomenclature that has rendered copies of the old tariff schedule useless. Consequently, the *International Customs Journal* for Ghana has been removed from public sale by the Clearinghouse for Federal Scientific and Technical Information.

The following list shows the current usefulness of the other *Customs Journals* being sold by the Clearinghouse:

Austria [2]	East Africa [2]	Ireland [3]	Reunion Is.
Belgium [2]	Ecuador [2 4]	Italy [1]	Rwanda [2]
Bulgaria [2]	Finland [3]	Jordan [1]	South Africa [2]
Burundi [2]	Gambia [2]	Libya [2]	Spain [2]
Canada [2]	Great Britain	Malaysia [1]	Sweden [3]
Central African	and N. Ireland [3]	Mali [2]	Switzerland [2]
Customs Union [2]	Greece [3]	Mauritius [1]	Tunisia [2]
Ceylon [1]	Guinea [1]	Morocco [1]	U.A.R. [1]
Colombia [2 4]	Hungary [2]	Nigeria [2]	U.S.S.R. [2]
Czechoslovakia [2]	Iceland [2]	Norway [3]	Yugoslavia [2]
Denmark [3]	India [1]	Peru [2 4]	Zambia [2]

[1] Issues which are useful only as a guide to the Nation's tariff structure—duty rates have changed extensively since publication.

[2] *Journals* which are generally reliable for duty rates and tariff structure, with only a few duty rates having changed since publication of these issues.

[3] Copies which are generally reliable for duty rates on imports from the U.S., but where preferential duty rates on imports from certain countries (EFTA, EEC or Commonwealth) have changed since publication.

[4] Omits reference to LAFTA preferential rates.

As with all editions of the *International Customs Journals*, the tariff structure and rates shown are subject to change after the *Journals* are published. Major changes are published by the International Customs Tariffs Bureau in Brussels in the form of Supplements and these may be purchased from the Clearinghouse as they become available.

Major changes in the tariffs of individual foreign countries are also reported each week in the "Foreign Government Actions" section of *International Commerce*. In order to obtain the latest tariff information on individual products imported into specific foreign countries, you should, however, consult your local Department of Commerce Field Office.

***Six Faces of Mexico.* Edited by Russell C. Ewing. Published by the University of Arizona Press, 1966. 320 pp. $10.**

This definitive volume by seven University of Arizona faculty members covers the history, sociology, anthropology, geography, government, economy, literature and arts of Mexico.

Each author focuses on Mexican life from his own area of specialization; all the authors have lived and worked with the Mexican people and know the country through professional research. The physical and social contrasts of Mexican history are examined to discover reasons for the present-day diversity of the country.

The 9″ x 12″ volume contains some 60 photographs, many taken especially for this book. Maps, statistical tables and charts are furnished, as well as an extensive bibliography.

Write: The University of Arizona Press, Box 3393, College Station, Tucson, Arizona 85700.

***Review of Salaries and Personnel Relations in Japan. Fifth Ed.* American Chamber of Commerce in Japan. Tokyo. 36pp. $3.**

Gives helpful information on labor costs and employment practices which should be of direct interest to U.S. firms which are considering the establishment of a business in Japan.

This accurate and informative background guide is divided into three sections: the law and practice of employer-employee relations, working conditions and fringe benefits, and basic standard salaries.

Write: American Chamber of Commerce in Japan, 701 Tosho Building, 14, 3-chome, Marunouchi, Chiyoda-ku, Tokyo.

***Beerman's Financial Yearbook of Europe: 1966.* (2nd ed.) By R. Beerman, London. 1259pp. $35.**

Firms are arranged by industry under the broad sections of finance, services, light industry, heavy industry, building, and oil and mines. Financial information and a brief description of operations are given for each firm.

Write: International Publications Service, 303 Park Ave. South, New York, N.Y. 10010.

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington, $13 per year ($5 additional for foreign mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Foreign Trade Regulations of the United Arab Republic. OBR 66-59. 7pp. Outlines the UAR trade policy, which in general is designed to channel resources into economic development. Priority is given to imports of raw materials, intermediate and capital goods for industrial purposes, and for consumer essentials.

Basic Data on the Economy of Thailand. OBR 66-60. 31pp. An outline of the Thai economy, including industrial sectors, labor force, finance, foreign trade and development planning.

Establishing a Business in Peru. OBR 66-68. 27pp. Reviews Peru's investment climate, legislation governing investment, permissible forms of business organization, industrial property protection, labor legislation, taxation, availability of capital, and investment information services.

Establishing a Business in Chile. OBR 66-69. 20pp. Contains the same basic information as OBR 66-68, above.

Establishing a Business in Japan. OBR 66-70. 18pp. Contains the same basic inforamtion as OBR 66-68, above.

Selling in Denmark. OBR 66-72. 13pp. Describes Danish commercial practices, marketing aids, government procurement procedures, and gives tips for business travelers.

***The Legal Position of the Foreign Investor in Spain.* By Ventura Garces, translated into English. Ediciones La Poligrafa, S.A., Barcelona, Spain. 346pp. $10.00.**

A complete study and interpretation of all legislation affecting foreign investments in Spain, covering the entry and repatriation of capital, the structure of the various companies admitted and regulated by Spanish law, the existing fiscal system, and benefits granted under the Development Plan.

Write: Ediciones La Poligrafa, S.A., Balmes, 54, Barcelona 7, Spain.

***International Trade 1965.* Published by the Contracting Parties to the General Agreement on Tariffs and Trade, Geneva. 256pp. $2.50.**

This yearbook contains information on recent trends in international trade, trade in primary commodities and manufactures, and trade of industrial and non-industrial countries.

With the use of many graphs and tables, the 1965 trade picture is contrasted with previous years.

Specific sections detail trade in foodstuffs, fibers and rubber, ores and nonferrous metals, fuels, textiles and clothing, and road motor vehicles.

There is also pertinent information on exports, imports and output in the developing countries of Latin America, Africa and Asia.

Write: International Documents Service, Columbia University Press, 2960 Broadway, New York, N.Y. 10027.

Foreign markets studied

The most recent titles in the Business and Defense Administration's (BDSA) series of foreign market surveys include:

Measuring, Recording, and Control Instruments for the Chemical Industry in the Federal Republic of Germany (PB 173 371), July 1966, 35pp., $2 (hardcover), 50¢ (microfiche);

Packaging Machinery and Equipment in Belgium (PB 173 372), September 1965, 41pp., $2 (hardcover), 50¢ (microfiche);

Welding Equipment in Italy (PB 173 373), June 1966, 75pp., $3 (hardcover), 75¢ (microfiche);

Microfilming, Reprography and Advanced Documentation Equipment in the Federal Republic of Germany (PB 173 374), June 1966, 25pp., $2 (hardcover), 50¢ (microfiche), and

Corrosion Protection Methods and Materials in Sweden (PB 173 375), October 1964, 39pp., $2 (hardcover), 50¢ (microfiche).

Write: U.S. Clearinghouse for Federal and Scientific Information, U.S. Dept. of Commerce, Springfield, Va. 22151. (Attn: Code 410.12)

***The Foreign Investment Decision Process.* Yair Aharoni. Harvard Business School, Boston. 362pp. $6**

This book analyzes the way in which U.S. manufacturing firms decide to make direct foreign investments, especially in the developing countries; studies the impact on this decision process of the policies of various foreign governments; and suggests ways of achieving greater harmony of interests between governments of less developed nations and the U.S. direct investor.

Write: Division of Research, Harvard Business School, Boston, Mass. 02163.

***U.S. Foreign Agricultural Trade by Commodities, Calendar Year 1965.* U.S. Dept. of Agriculture, Washington. 40 pp. Free.**

A statistical tabulation showing the quantity and value of shipments of commodities exported and imported by the United States during 1964 and 1965. Average for selected agricultural commodities and groups are also included for various years during 1940-64, as are annual summary data from 1951 through preliminary 1965.

Write: Economic Research Service, U.S. Dept. of Agriculture, Washington, D.C. 20250.

***Trade Regulations Overseas: The National Laws.* By Corwin D. Edwards. Oceana Publications, Dobbs Ferry, N.Y. 752pp. $25.**

A series of essays concerned with the policies of 13 foreign countries (ten European nations, plus Japan, New Zealand and South Africa) toward monopolies and restrictive agreements and business practices. Where significant, such areas as cartel law, price fixing policy, monopoly law and other regulations and their development are covered. The series will eventually cover all countries in the world where trade and investment are feasible.

Write: Oceana Publications, Dobbs Ferry, N.Y. 10522.

***Laws, Regulations, and Other Information Relating to Foreign-Trade Zones in the United States.* Foreign-Trade Zones Board. Washington, D.C. 80pp. 35¢.**

Foreign-Trade Zones are unique areas where business firms may combine the advantages of a United States location with those of a commercial and industrial site abroad. Foreign and domestic merchandise may be brought to a Zone without payment of customs duties and without other restrictions applying to the movement of foreign materials to U.S. shores.

This booklet is a basic reference on the utilization, operation and administration of Foreign-Trade Zones. It contains texts of the Foreign-Trade Zones Act, as Amended, Executive Order 7104, and the various regulations pertaining to the Zones.

Foreign-Trade Zones are located in New York City, New Orleans, San Francisco, Seattle, Toledo, Honolulu and Mayaguez, Puerto Rico.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

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Calendar *for international traders*

BALTIMORE—Nov. 29—REEC meeting, Maryland National Bank Board Room. Sponsors: REEC; Commerce Field Office.

BETHESDA, Md.—Dec. 8—In-Office Foreign Seminar. Sponsors: REEC; Maryland National Bank; Commerce Field Office.

BLUE ISLAND, Ill.—Nov. 22—In-Office Export Seminar, 1:45 p.m., Chamber of Commerce. Sponsors: REEC; Commerce Field Office; Chamber of Commerce.

BOSTON—Nov. 17—International Trade Assn. dinner meeting, State Street Bank Roof Restaurant.

BROOKLYN—Nov. 22—Profits in Exports meeting, First National City Bank, 142 Pierrepont St. Sponsors: Chamber of Commerce; Commerce Field Office.

CEDAR FALLS, Iowa—Dec. 7—Foreign Trade Bureau, 10 a.m., Chamber of Commerce Office.

CHICAGO—Dec. 7—In-Office Meeting, Commerce Field Office. Sponsors: REEC; Commerce Field Office.

CHICAGO—Dec. 8—International Trade Club luncheon, LaSalle Hotel. Speaker: John E. Carroll.

CHICAGO—Dec. 13—Auto Exporters' Club, Builders' Bldg.

CLEVELAND—Dec. 1—World Trade Assn. luncheon meeting.

COLUMBIA, Mo.—Nov. 22—Export Workshop, Memorial Student Union, University of Missouri. Sponsors: REEC; M. U.; Chamber of Commerce; Commerce Field Office.

COLUMBUS, Ohio—Nov. 30—Export Expansion Workshop, 10 a.m.-1:30 p.m., Ebco Manufacturing Co. Sponsors: REEC; Commerce Field Office; Ebco Manufacturing Co.

DALLAS—Nov. 23—In-Office Workshop. Sponsors: Field Office; REEC.

DETROIT—Nov. 22—Export Marketing Workshop, 9:15 a.m.-12:15 p.m., Federal Bldg. Sponsors: REEC; Commerce Field Office.

DETROIT—Nov. 25—Swedish Chamber of Commerce luncheon, Athletic Club. Speaker: Swedish Ambassador to the U.S., Hubert de Besche.

GRAND RAPIDS, Mich.—Nov. 22—World Trade Club dinner meeting, 6 p.m., Scotties Restaurant.

JACKSONVILLE, Fla.—Nov. 29—Export Conference, 2 p.m., Commerce Field Office. Sponsor: Commerce Field Office.

KANSAS CITY—Nov. 23—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

LIMA, Ohio—Dec. 14—Export Expansion Workshop, 10 a.m.-1:30 p.m. Sponsors: Northwest Orient Airlines; REEC; Chamber of Commerce; Commerce Field Office, Cleveland.

LITTLE ROCK—Nov. 29-30—Arkansas Export Seminar, Hotel Marion. Sponsors: Arkansas Industrial Development Commission; Chamber of Commerce; REEC; Commerce Field Office, Memphis. **Speaker: Roy F. Gootenberg, Bureau of International Commerce.**

LOS ANGELES—Dec. 8—U.S.-Japan Trade Conference, Statler Hilton Hotel. Sponsor: U.S.-Japan Trade Council, Inc.

MEMPHIS—Dec. 7—Mid-South Exporters' Roundtable, Hotel Claridge.

MINNEAPOLIS—Dec. 14—World Trade Assn. dinner meeting.

NASHVILLE—Nov. 23—Middle Tennessee Exporters' Roundtable Belle Meade Buffet.

NEW YORK—Nov. 28—Swedish Chamber of Commerce, 6 p.m., the Swedish Bldg., 8 East 69th St. Sponsor: Addo, Inc. Speaker: Jonas Nordenson, General Export Assn. of Sweden.

NEW YORK—Dec. 6—Meeting with international department officials of Chase Manhattan Bank, Chase Manhattan Plaza. Sponsors: Commerce Field Office; Chase Manhattan Bank.

NEW YORK—Dec. 13—International Executives' Assn., luncheon, Hotel Statler. **Speaker: Commissioner Gerald D. O'Brien, Office of International Patent & Trademark Affairs.**

NEW YORK—Dec. 15—International Executives' Assn., Inc., Christmas Party, 6:15 p.m., Hotel Statler Hilton.

PHOENIX—Dec. 15—In-Office Export Workshop, 10 a.m., New Federal Bldg. Sponsors: REEC; Commerce Field Office.

PITTSBURGH—Nov. 29—Export Counseling Program, 1-5 p.m., Chamber of Commerce Board Room. Sponsors: World Trade Council; REEC; Chamber of Commerce.

SAN FRANCISCO—Nov. 23—Export Finance & Insurance Seminar, 9:30 a.m., Rm. 13450, New Federal Bldg.

STEUBENVILLE, Ohio—Nov. 23—Export Expansion Workshop, 10 a.m.-1:30 p.m. Sponsors: Union Savings Bank & Trust Co.; REEC; Commerce Field Office.

STOCKTON, Calif.—Nov. 27—International Trade Seminar. Sponsors: Port of Stockton; REEC; Chamber of Commerce; Commerce Field Office.

WINSTON-SALEM, N.C.—Dec. 8-9—Export Workshop, Wake Forest College. Sponsors: REEC; Wake Forest School of Business Administration.

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